

# THE INDUSTRIAL ARTS INDEX

THIRTY-FOURTH ANNUAL VOLUME

1946

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING,  
TRADE AND BUSINESS PERIODICALS

EDITED BY

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## PREFACE

This volume, the thirty-fourth annual of the Industrial Arts Index, cumulates the monthly issues published from December, 1945, thru November, 1946. Two new periodicals have been indexed in this volume: *Journal of Documentation* and *Domestic Commerce*. The delayed volumes of the National Advisory Committee for Aeronautics, Reports for 1940 and 1941, are also indexed, and the indexing of *RCA Review*, that suspended publication from April, 1942 until March, 1946, and *Génie Civil* have been resumed. A few numbers of *Chimie & Industrie*, all that were obtainable, are also indexed. A new periodical, *Science Progress*, is indexed in the 1947 current numbers.

M. E. P.





## Magazine Notes

Compiled with the aid of Johanna Kramm and Jessie Van Strander

(Reprinted from monthly issues of 1946) \*

*Aero Review*, the monthly digest of world flight, edited by John L. Scherer, is a small size magazine that began publication in February. It presents popular type aviation articles. The editors are all AAF veterans (officer-pilots) with previous experience on national magazines. It will not carry advertising. Published by Westlake Publishing Company, W. Lake Road, Penn Yan, New York. Subscription \$3; single copies 25 cents.

*Agenda, Things to Do*, a new periodical in the women's club field, designed especially for club program planners, is being sponsored by Printers' Ink Publishing Company, 205 E. 42d Street, New York. First issue is scheduled for April 15, 1947.

*Agricultural Engineering Record* is a new quarterly publication of the National Institute of Agricultural Engineering, Askham Bryan, York. The main purpose is to place on record the results of the testing, experimental, and research work of the Institute. Subscription 4s 4d.

*Air Affairs, an International Quarterly Journal*, began publication in September. William D. Pardridge is editor and also president of the publishing company, Air Affairs, Inc., 1829 G Street, N.W., Washington 6. "The Quarterly will consider aeronautics in the broadest aspects and will number among its contributors both academicians and professional men not engaged in aviation who are trained in estimating the effects of new inventions. It will devote a substantial part of its space to problems which are aeronautical in the main but which by their very nature have a wider significance." Subscription \$5 a year postfree thruout the world; \$1.25 a single copy.

*Alchemical Libraries Almanack* is the new name of the Bulletin of the Science and Technology Group, Special Libraries Association. The September, 1946, issue is Tome 1, fasc. no. 1, 2 A. E. (2nd Year of Atomic Energy).

*América* is the organ of the Interamerican Federation of Automobile Clubs. It began with a June issue; its motto, "Para el mejor conocimiento entre los pueblos de América". Various problems relating to traffic, roads, and travel are discussed. Published at Avenida Alvear 2750, Buenos Aires, Argentina.

*American Antiques Journal* is an illustrated monthly "intended to help the modest collector and not to deal with museum pieces." Publication was begun last January by Guide Publishing Company, 44 Public Square, Mount Vernon, Ohio. Subscription \$2.50 a year; single numbers 25 cents.

*American Culture*, announced by Rayner Publishing Company to appear the first of September, will sell at a subscription price of \$180 a year, "the highest yearly subscription price ever fixed by an American magazine publisher." It will be sold on an annual subscription only (no single copy sales), will be 11 by 14 inches, with over 200 pages, craft-printed on the finest paper, in library or plastic binding. Its stated editorial policy: "to give the public a master magazine that will oppose the subversive forces rampant in the country."—*Advertising and Selling*.

*American Journal of Medicine*, beginning with a July issue, is edited by Alexander B. Gutman, Assistant Professor of Medicine, Columbia University. The associate editors and the members of the advisory board are professors in the leading medical colleges of the United States. The new monthly will publish only original contributions. Published by The Yorke Publishing Company, 49 West 45th Street, New York 19. Subscription \$10 in the United States; \$12 in other countries; single number \$2.

*American Turf Monthly* is dedicated to the interests of the American racing fan. It began with an August issue. Published by Amerpub Co., 225 West 34th Street, New York 1. Subscription \$4 a year; single copies 35 cents.

*Armenian Quarterly*, edited by Constant Zarian, and published by the American-Armenian Cultural Association, began with a spring number. Its object is to make known abroad the results of the research of scholars in Armenia and to assemble the contributions of Armenists residing in Europe and America. To non-members \$6 a year; \$2 a copy. Editorial and business offices are at 9 East 89th Street, New York.

*Army Information Digest* is published monthly by the War Department to serve commanding officers and their staffs (particularly public relations and information-education officers) in the field of army information. Editorial office is at Carlisle Barracks, Pennsylvania.

\* These notes have been reprinted by request. Thoro revision has not been possible.



*Ars Medici; Revue Internationale pour le Médecin Practicien*, is a monthly abstract journal that began with a September issue. Published by Academia, 2 Rue Longue de la Croix, Ghent, Belgium. Subscription 180 fr B in Belgium; 12 fl in Netherlands; 200 fr B in other countries.

*Aslib Book-List* has increased its subscription rate to 10 shillings a year to members and 12s 6d to non-members. The price of the *Aslib Book-List* has remained unchanged since it was established in 1935, altho the cost of production since that time has doubled. Published quarterly by Association of Special Libraries and Information Bureaux, 52 Bloomsbury Street, London, W.C.1.

*The Atomic Age*, a small size monthly, beginning with a January issue, is "a non-technical publication aiming to apply the scientific method to the solution of all human problems." It is edited and published by Ronald H. Jump at 135 Dayton Street, Sea Cliff, New York. Subscription \$1 a year; single copies 10 cents.

*Atomic Engineer and Scientist*, published by the Oak Ridge Engineers and Scientists, has been discontinued, and its news coverage will be included in *Bulletin of the Atomic Scientists*, beginning with the issue of April 1, volume 1, no. 8. The *Bulletin* is published semi-monthly by the Atomic Scientists of Chicago, 1126 59th Street, Chicago. Subscription \$2 a year; single copy 10 cents.

*Atomic Information* is published every other Thursday by the National Committee on Atomic Information, 1621 K Street, NW, Washington 6. It will be sent free on request to interested groups or individuals, insofar as Committee funds permit. Volume 1, number 1, eight pages, is dated March 4.

*Australasian Book News and Library Journal*, is a new monthly, edited by George Farwell and published by F. H. Johnston Publishing Company, 34 Jamieson Street, Sydney. Subscription 12s 6d a year, within the Commonwealth; 15s elsewhere; single copies one shilling. The second number, August, contains a complete list of books supplied to the National Library, Canberra, April-June.

*The Australian Journal of Dairy Technology* is the official quarterly publication of the Australian Society of Dairy Technology, Melbourne. Subscription 10/6 a year; single copies 3/6.

*Automotive Jobber*, beginning with a June issue, supplements *Dealer News*, also published by the Dealer Publishing Company, Los Angeles. It will have a controlled circulation of 3,500 selected jobbers and distributors thruout the Nation.—*Sales Management*.

*Baker Street Journal, an Irregular Quarterly of Sherlockiana*, is edited by Edgar W. Smith. Associate editors are W. S. Hall, Christopher Morley, Charles Honce, Ellery Queen, Lee Wright. The *Journal* "is dedicated to the proposition that there is still infinitely

much to be said about the scene in Baker Street." Published by Ben Abramson, 3 West 46th Street, New York 19. Subscription, four numbers, \$5.

*Best Stories* is a monthly fiction digest that began publishing last March. It is edited by Lucile V. Tolces. Published by B. E. C. Publishing Company, 1745 Broadway, New York 19. Subscription \$3 a year; single copies 25 cents.

*Boletin del Instituto de Quimica*, de la Universidad Nacional Autonoma de Mexico, began with a December issue. Summaries in English are included.

*Book-Reader, a Magazine of Book Abridgements*, began with a July issue, which abridges in the author's own words: "Farmer Takes a Wife," by John Gould; "The Unforeseen," by Dorothy Macardle; and "Washington Tapes-try," by Olive Ewing Clapper. Published monthly by Omnibook, Inc., 76 Ninth Avenue, New York 11. Subscription \$3 a year; 25 cents a copy.

*The Bookshelf*, a one penny monthly, is published by Alliance Press, Thanet House, 231 Strand, London, W.C. 2. Subscription two shillings a year. It began publication in January.

*The British Magazine*, first issue, May 1946, replaces *Britain Magazine* which was published by the British Information Services during the war. It is a "digest of the best that is published in the press of the more than eighty members of the British Commonwealth of Nations." Published by H. S. H. Enterprises, Inc., 30 Rockefeller Plaza, New York 20. The pocket-size monthly sells for 25 cents a copy; \$3 a year in the United States and Canada, \$4 elsewhere.

*The Californian*, an illustrated monthly fashion magazine, began publishing with a February issue. Published at 210 W. Seventh Street, Los Angeles 14; New York office, 1450 Broadway. Subscription \$3 a year in the United States and Canada; one dollar additional postage elsewhere; 25 cents a copy.

*Canuck*, a Canadian youth magazine, began publication in February. It is printed in French and English. Published monthly by Canuck Publications, 198 Bay Street, Toronto 1. Subscription \$1 a year; single copies 10 cents.

*Caribe* is a new monthly, a journal of public opinion, published in Mexico, D.F.

*Catholic Youth* begins its second volume in September. Published monthly, except July and August, at 128 East 10th Street, Saint Paul 1, Minnesota. Subscription \$1.50 a year; single copies 25 cents.

*Character and Personality* has changed its title to *Journal of Personality*. Published by Duke University Press, Durham, N.C.



*Chemical and Engineering News* is to be issued weekly beginning January 1947. It first made its appearance on January 10, 1923. Since then, it has been issued twice monthly. The first issue contained twelve pages and reached about 15,000 readers. Recent issues have been averaging about 140 pages and have a circulation of about 55,000.

*Chicago Aviation News*, a four-page semi-monthly, began publication February 1, at 8 So. Dearborn, Chicago 3. Subscription \$1 a year; 5 cents a copy.

*China Magazine* begins with a May issue as the successor to *China at War*, suspended last December. It is pocket size but contains original contributions; it is not a digest. It is published monthly by Chinese News Service, an agency of the Chinese government, 30 Rockefeller Plaza, New York 20. Subscription \$1.50 a year.

*Christian Life and Times*, advertised as the Christian photo magazine, begins with a May issue. Its objective is "to make available to Christians everywhere a magazine that is dependable, dignified, inspirational, devotional, enjoyable, unbiased." It is published monthly by Good Books, Inc., independent book and magazine publishers, owned by a group of Christian business men." Address is 111 North Wacker Drive, Chicago 6. Subscription \$3 a year; \$3.50 in Canada. Single number 25 cents; 30 cents in Canada.

*Christian Voice for a Jewish Palestine* is a magazine published by the American Palestine Committee, 41 East 42d Street, New York 17. The first issue, a summer number, contains among other illustrations, portraits of the distinguished officers and other members of the organization.

*Chromosoma und Zeitschrift für Zellforschung und Mikroskopische Anatomie*, two biological publications of an international scope, will resume publication. The two journals, the former devoted to cytogenetics, will be published again by Springer, but will now be issued from Vienna instead of Berlin as before the war.

The *Clarkson Letter* is a publication of the Department of Business Administration, Clarkson College of Technology, Potsdam, New York. It began with an April issue. The intention is to give a broader knowledge, better understanding, and a stimulation to thinking about the concepts underlying business, economic, and governmental problems. It is directed especially to supervisors, foremen, and junior executives.

*Coal Technology* is a new bi-monthly containing the technical publications of the Coal division of the American Institute of Mining and Metallurgical Engineers, 29 West 39th Street, New York 18. Other Division publications are: *Mining Technology*, *Metals Technology*, *Petroleum Technology*. The new periodical began with a February issue. Subscription \$6 a year; single copies \$1.50.

*Colorado Business* is the Colorado State Chamber of Commerce official magazine. It will sell for 25 cents a copy; \$2 yearly subscription. Its combination controlled and paid circulation is guaranteed to be 4,000.

*Commerce Review, a Digest of Business Developments in the Empire State*, is a new service of the New York State Department of Commerce, a quarterly publication, beginning with a November number.

*Congressional Quarterly* is a Washington Service for editors and commentators who have purchased reproduction rights to the material as it is combined and edited. Every quarter the service is bound and indexed. The bound copies may be purchased by libraries and individuals, but without rights of reproduction. The weekly service called *Congressional Notebook* costs \$3 a month. This includes *Congressional Quarterly*. Back numbers of the *Quarterly* are \$5 each. Published by Press Research, Inc., 732 Seventeenth Street, NW, Washington 6.

*Construction Buyers' Directory* is published bi-monthly at 343 S. Dearborn Street, Room 306, Chicago 4. Subscription \$5 a year.

*Construction World* is a Miller Freeman publication, published monthly, Royal Bank Building, Vancouver, B.C., first issued last November. It is generously illustrated. Subscription \$3 a year; single copies 25 cents.

*La Coopération Intellectuelle Internationale*, U. N. E. S. C. O., is successor to the monthly bulletin of the International Institute of Intellectual Cooperation, published from 1931 to 1940. Number 1-2 of the periodical is dated January-March 1946. The provisional subscription price in France is 30 fr for single numbers and 60 fr for double numbers; in other countries 40 fr and 80 fr. Published by Institut International de Coopération Intellectuelle, 2 Rue Montpensier, Paris.

*Craig Rice Crime Digest* began with an August-September number. It condenses outstanding mystery stories. Published by Anson Bond Publications, 913 North La Cienega Boulevard, Hollywood 46, California. Single numbers 25 cents.

*Critique, a Review of Contemporary Art*, published monthly from October thru May, began with an October issue. It will include articles, exhibition reviews, book reviews, and reproductions. Published by Critique, 506 East 82d Street, New York 28. Subscription \$2.50 a year; single number 35 cents.

*Deadline*, distributed free to 6,255 house organ editors of the United States and Canada, has for its purpose the development of house publications, improving their content and appearance. Offices are at 480 Lexington Avenue, New York 17.

*Deb*, previously announced, is an illustrated monthly, published by the Bilbara Publishing Company, 4600 Diversey Avenue, Chicago 39. Editorial and executive offices, 295 Madison Avenue, New York 17. Subscription \$2.50 a year; single copies 25 cents.



*Delaware History*, a publication of the Historical Society of Delaware, is devoted entirely to the history of the State. The first issue appeared in January. While no definite commitment is made as to future issues, two numbers a year are expected. Subscription included in the Society's annual membership fee of \$5; single copies \$1 at Old Town Hall, Sixth and Market Streets, Wilmington, Delaware.

*Diesel Journal* is the official organ of the Diesel Engineers International Association, 576 Newark Avenue, Jersey City, New Jersey. The June issue, volume one, number six, announces that there will be no issue of the Journal thru the summer, the next number to be published October 15. Subscription \$3 a year; single numbers 25 cents.

*Disc, the Record Magazine*, began with an August issue. It is published monthly by Triad Magazines, at 404 North Wesley Avenue, Mount Morris, Illinois. Subscription \$2.50 a year.

*Documenta Agraria; Landbouwkundig en Landboustechnologisch Documentatietijdschrift* published by Academia, Lange Kruisstraat 2, (2 rue Longue de la Croix) Ghent, Belgium, began with an August issue. It is a survey of more than 250 agricultural periodicals. The abstracts are in Dutch. Subscription in Belgium 100 fr; in Netherlands 8 fl; in other countries 125 fr B.

*Economic Affairs* is the new title of *After The War*, eight-page bulletin published ten times a year by the Institute on Postwar Reconstruction at New York University. The subscription price of \$1, less 25 per cent discount to agencies, remains the same.

*Editorial Digest*, as its name indicates, is one of a growing family of small size periodicals, digesting editorials. It began last June. Published and edited by A. R. Powers, P.O. Box 1224, Roanoke, Virginia. Subscription \$3 a year; single copies 25 cents.

*Edoth* (Communities) is a Hebrew quarterly for folklore and ethnology, with summary in English. Published by The Palestine Institute of Folklore and Ethnology, 34 David Street, Jerusalem. Subscription abroad \$6 or £1/8 a year.

*Electronic Industries* will be published in two editions beginning with the January 1947 issues. *Tele-Tech* will cover telecommunication techniques, embracing radio, television, FM, telephony, sound reproduction, railroad, and aircraft communications. *Electronic Industries & Instrumentation* is designed to meet the needs of men thruout industry interested in factory electronic applications. Caldwell-Clements, Inc, 480 Lexington Avenue, New York 17, are publishers.

*Employee Benefit Plan Review*, a new quarterly, beginning with a mid-year number, provides a medium by which employers can gain the benefit of the experiences and views of ex-

perts in employee relations. Published by Charles D. Spencer & Associates, 175 West Jackson Boulevard, Chicago 4. Subscription \$2 a year; single copies 50 cents.

*Erasmus Speculum Scientiarum*, an international bulletin of contemporary scholarship, is a new fortnightly to which competent specialists from all over the world will contribute circumstantial reviews of all publications of value in the field of the moral and political sciences. Volume one, number one is dated 1947. Each number will also include a list of recently published works. The reviews will be written in English, French or German. Address: Pantheon Press, Amsterdam, 78, Leidsegracht, Holland. Subscription rate: 280 Belg. frs. (\$12).

*Everyday Art Quarterly*, published by Walker Art Center, 1710 Lyndale Avenue South, Minneapolis 5, began with a summer number. "It presents only modern furniture, table ware, fabrics, radios, kitchen ware, household appliances and other products for everyday use." Subscription \$1 for two years; 15 cents a copy.

*FAO Information Service Bulletin* is published by the Food and Agriculture Organization of the United Nations, 2000 Massachusetts Avenue, NW, Washington 6. "It contains material for the information of National FAO Committees, press, radio, and others concerned with the work of FAO. A companion publication, the *Information Service Record*, contains the official texts of such FAO documents as are suitable and sufficiently brief for publication in this form." For further information address: Gove Hambidge, Director of Information, 64 St Paul Street, Kensington, Washington, D. C.

*The Family*, became *Journal of Social Casework* with the October issue. The new name, the editor explains, more accurately describes the magazine's content. Indexed in *International Index*.

*Family Circle*, a new monthly, replaced the 14-year old weekly in September. The monthly magazine will be sold thru Safeway Stores at 5 cents a copy.

*The Family Digest* is a small-size monthly, sponsored by Most Rev. John F. Noll. Published by Our Sunday Visitor, Inc., at Huntington, Indiana. Subscription \$2 a year.

*The Far East Trader* is a weekly information service on foreign trade with the Orient, published by Foreign Trade Publications Company, 1119-23 Harrison Street, San Francisco. Publication began last March.

*Farm Quarterly* made a March appearance with an initial spring issue. It is aimed at the farmer with money to spend "to get the most out of the soil while improving on it so that the next crop will be better." Subscription \$3.50 for two years; 50 cents a copy. Published by the Automobile Digest Publishing Corporation, 22 East 12th Street, Cincinnati.



*Fascination*, a new illustrated woman's magazine, began publication with a February issue. Published by Avon-Fascination Company, 119 West 57th Street, New York 19. Twenty-five cents a copy.

*Fighting Worker Supplement*, beginning publication in January, is intended to discuss workers' problems in more detail than is possible in the four-page monthly *Fighting Worker*. Published by Demos Press, 708 N. Clark Street, Chicago, for Revolutionary Workers League.

*Film Forum Review*, a quarterly, devoted to the use of motion pictures in adult education, is published by Institute of Adult Education, Teachers College, Columbia University, in cooperation with National Committee on Film Forums, at 525 West 120th Street, New York 27. Subscription \$1 a year.

*Fisac, Revista Interamericana de los Derechos de Autor* is the official organ, quarterly, of the Federación Interamericana de Sociedades de Autores y Compositores. Its purpose is to further the protection of intellectual property. The first issue is dated Julio-Agosto-Septiembre, 1945. Published at Calle de Cuba 355, Habana, Cuba.

*Flow* has for a subtitle "the magazine which integrates material handling equipment into the flow of production." It is an illustrated monthly, published by The Bolivar Publishing Company, 812 Huron Road, Cleveland 15. Subscription \$2 a year; single copies 25 cents.

*Focus on Business and Industry*, is an April newcomer in the library bulletin field. It is published by the Indiana State Library, Indianapolis, in cooperation with the Public Relations Committee of the Indiana Library Association. "The purpose of this monthly publication is to foster and encourage library service to business and industry. The editorial responsibility rests with the Committee on Relations with Business and Industry of the Indiana Library Association. It is for the librarians in the smaller libraries in the smaller towns that this publication is primarily intended." The first issue consists of four leaves, typewritten.

*The Free Lance Weekly* is a market news service for writers, photographers, artists and cartoonists that began publication April 20. \$4 for ten issues, 50 cents a copy. It is published every Saturday at 28 West 70th Street, New York 23.

*Freedom & Union; Journal of the World Republic*, edited by Clarence K. Streit, a monthly, began publication with an October issue. "It will champion the principle of individual liberty, equality and fraternity through an ever-peacefully-expanding federal union of the free, beginning with the new Atlantis." Published by Federal Union, Inc., 700 9th Street, NW, Washington 1. Subscription \$4 a year anywhere in the world; 35 cents a copy.

*Frequency Modulation Business* is published monthly by Telecasting Publications, Inc., with publication office at Lebanon, Pa., and editorial, advertising and executive office at 103 Park Avenue, New York 17. Subscription \$3 a year. Publication began last March.

*Frozen Food Industry and Locker Plant Journal* began with a November number. It is an illustrated monthly, published by Food Publications, at 205 East 42nd Street, New York 17. Subscription \$3 a year; single numbers 50 cents.

*Gala*, a new Spanish language monthly to be edited and published in Latin America but printed in New York, will reach 15,000 newsstands in 500 cities January 25 and will guarantee 50,000 paid circulation for the first issue, dated February 1947. New York offices will be at 11 East 44th Street.

*Gas Abstracts* is published monthly by the Institute of Gas Technology, affiliated with Illinois Institute of Technology, Chicago. It consists of abstracts of papers appearing in current technical journals in the field of gas technology and related subjects.

*Geriatrics*, the official journal of the American Geriatrics Society, published bimonthly at 84 South Tenth Street, Minneapolis 2, began with a January-February issue. "It is devoted to research and clinical study of the diseases and processes of the aged and aging." It includes a section, Digests from current literature. Subscription \$3 a year.

*The Glasgow Art Gallery and Museums Association Review*, first announced as *Art Review*, is a new beautifully illustrated quarterly, published by Art Gallery, Kelvingrove, Glasgow. Membership in the Association is open to all interested on payment of a minimum annual subscription of one shilling. Subscriptions in excess of the minimum are invited. The Review is indexed in the *Art Index*.

*Goodyear's Magazine for Men* is an illustrated house organ, published at 5031 Grandy Avenue, Detroit 11.

*Grapevine* is the national monthly journal of Alcoholics Anonymous, now in its second volume. Box 328 Grand Central Annex, New York 17. Subscription \$2.50 a year; 25 cents a copy.

*Graphic Arts Summary* began publication last January as *Graphic Arts Review*. It is a monthly review and checklist of the leading articles on printing from printing trade journals and other periodicals on file at the Research Library, Printing Industry of America, 719 15th Street, NW, Washington 5, D.C.

*Guía Oficial de Centro-América; Revista Mensual de Información y Propaganda Comercial*, began publication with a February issue. Published by Enrique de la Flor, Tegucigalpa, D. C., Honduras, C. A. Subscription in Central America \$2.50; in other countries \$3.50.



*Guide Posts*, published by B'Nai B'rith Hillel Foundations, 212 Fifth Avenue, New York 10, will appear bimonthly in the school year.

*The Guild Race Review*, an illustrated monthly that began publication in May, presents news and views on horse racing and associated activities. Published by The Thoroughbred Guild, Connor Bldg, 6625 Delmar Blvd, University City 5 (St Louis Post Office), Missouri. Subscription \$3 a year; single copies 35 cents.

*Highlights for Children*, a new illustrated monthly, began in June, edited by Garry Cleveland Myers, Ph.D. Its purpose is to provide the growing child with the best possible materials for the cultivation of his mental, moral, and spiritual development. It is published monthly, except July and August, at 37 East Long Street, Columbus, Ohio. Subscription \$4 a year.

*Holiday*, a monthly devoted primarily to recreation and travel, is a Curtis Publication, similar in make-up to *Country Gentleman*. It began with a March issue. Subscription in the Western hemisphere, except the Guianas, \$5 a year; other countries \$7 a year; single number 50 cents.

*Home Fashions Reporter*, devoted to the home furnishing industries, that began publication with a May issue, has been purchased from Reporter Publications, by the Haire Publishing Company, 1170 Broadway, New York and will be incorporated into *Home Furnishings*. Subscription \$5 a year; 50 cents a copy.

*The Home Owner*, that began in January, is an illustrated monthly, concerned with homes and their equipment, food, gardening, decorating, and other home matters. Published by the Home Owner Corporation, 80 Bolyston Street, Boston 16. Subscription rates: \$1.50 a year; single copies 15 cents.

*Imprimatur, a Literary Quarterly for Bibliophiles*, is announced for January. It will carry articles on book collecting and kindred matters, such as fine printing, bibliography, bookbinding, private presses and illustrated editions, by eminent authorities on the subjects. It will be edited and published by Lloyd Emerson Siberell, assisted by Lawrence S. Thompson and L. M. Wilson. Price: four issues \$2. Send subscriptions to Box 322, Winston-Salem 1, N.C.

*In Short* follows the pattern of other digest magazines. It is published monthly by William J. Smith, Inc., 350 East 22nd Street, Chicago; editorial and general offices at 420 Lexington Avenue, New York. Subscription \$1.50 a year; single copies 15 cents.

*India Quarterly*, a publication of the Indian Council of World Affairs, is handled in this country by the Oxford University Press, 114 Fifth Avenue, New York. It is now in its second volume. Subscription \$4.25 a year; single number \$1.06.

*Indian India*, an illustrated monthly, is published by the Chamber of Princes, New Delhi, "to acquaint the world with the activities and achievements of Indian States in the social, economic, educational and industrial spheres." Price 12/- inland and 1 shilling foreign.

*Indian Librarian*, P. O. Forman College, Lahore, India, began with a June issue. It will be published quarterly in June, September, December and March. Subscription \$3 a year; single copies Rs. 2.

*Industrial Engineering Digest* answers questions about production short cuts and methods and provides news for industrial engineers. The March issue, number three, has eight pages, newspaper size. Published by Kurtz Publishing Company, 106½ Pulaski Road, Chicago 24. Subscription \$2 a year; single copies 25 cents.

*Industrial Plastics* is a controlled circulation magazine, published monthly "for the technical and shop men in the plastics and allied industries who design, process, fabricate, finish, assemble and use products made from plastics formulations." Published at 2460 Fairmount Boulevard, Cleveland 6. Subscription \$2.50 a year.

*Inspiration, the Magazine of Human Interest*, began with a February number. Published monthly at 171 Madison Avenue, New York 16. Subscription \$3 a year; single numbers 25 cents.

*Integrity*, a magazine about Catholic lay life today, began with an October issue. Its theme is "we must make a new synthesis of religion and life." Published monthly by Integrity Publishing Company, 1556 York Avenue, New York 28. Edited by Edward F. Willock and Carol Jackson. Subscription \$3 a year; 25 cents a copy.

*International America*, an illustrated bimonthly, begins with a June-July issue. It plans "to reflect the diversified production of American industry in the field of consumer goods," and to become ultimately a source of full information for buyers abroad. The text is in English, but printed also in French and Spanish are Secretary Wallace's commendation and a quotation from Mrs. Roosevelt, "I hope that in foreign trade we will serve the best interests of every country we contact, for in that way we will serve our own." Published by Industrial World Trade Publications, 220 West 42d Street, New York 18.

*International Journal* is published quarterly by The Canadian Institute of International Affairs, 230 Bloor Street West, Toronto 5. Subscription price: in Canada and the United States, \$3 a year; to teachers and students, \$2.50; in the United Kingdom and other British countries, 15s. a year.

*The International Nursing Bulletin* is a quarterly publication of The International Council of Nurses, 1819 Broadway, New York 23. It is edited by Anna Schwarzenberg. Subscription \$1 a year.



*International Outlook, the Journal of the United Nations Association*, volume 1, no. 4, February, gives an account of UNA's welcome to UNO. Published at 11 Maiden Lane, London, W.C. 2. 3d a copy.

*The Jewish Community* is a recent publication of the Council of Jewish Federations and Welfare Funds, 165 West 46th Street, New York 19. Volume 1, no. 3 is dated July. Subscription \$1 a year.

*Journal of Colloid Science*, a bimonthly, is published by Academic Press, 125 East 23d Street, New York 10. The *Journal* is devoted to scientific, technological and biological aspects of colloid science. Subscription \$10 a year.

*Journal of Education*, a quarterly, is published by the State University of Iowa. Subscription \$2 a year. Address Business Office, University Hall, Iowa City.

*Journal of Gerontology* is published quarterly for the Gerontological Society by Charles C. Thomas, 301-327 East Lawrence Avenue, Springfield, Illinois. It is published in two parts, the second part being a non-technical supplement in which each article in the *Journal* is abstracted and rewritten in a style understandable by the average person. Editorial offices are at 507 South Euclid, St. Louis. Subscription in United States, Canada, Mexico, Cuba, Central and South America is \$6; the Non-Technical Supplement, when purchased separately is \$3; in other countries, \$6.50 and \$3.50. Single copies of the *Journal* are available at \$1.50 and the Supplement at \$1. Corresponding issues of the Supplement are sent at no extra charge with all issues of the *Journal* purchased.

*Journal of High Polymer Research* was announced as a new bimonthly periodical, to be published by Interscience Publishers, 215 Fourth Avenue, New York 3. The first issue of this periodical appeared as *Journal of Polymer Research*, with the announcement that an arrangement for a merger had been made with the Elsevier Publishing Company, who were also about to release the first issue of a journal on the same subject. With the title, *Journal of Polymer Science*, the new publication is now issued jointly by the two publishers. The subscription rate remains \$8.50; single copies \$1.75.

*Journal of Industrial Hygiene and Toxicology* has a ten-year index in preparation. The post-publication price is \$15; advance orders \$13.50. Orders should be sent to *Journal of Industrial Hygiene & Toxicology*, Mt. Royal & Guilford Avenues, Baltimore 2.

*Journal of Insurance Medicine*, a new quarterly, began with a June-July-August issue, published by The Insurance Index, 900 Baxter Avenue, Louisville 4, Kentucky. Subscription \$3 in the United States; in Canada \$3.50.

*Journal of Negro Business*, a monthly that began last January, is the official organ of the National Negro Business League. Published at Oklahoma City, Oklahoma. Subscription \$2.50 a year; single copy 25 cents.

*Journal of Personality*. See *Character and Personality*

*Journal of Soil and Water Conservation* is published quarterly by Soil Conservation Society of America, 32d Street and Elm Avenue, Baltimore 11. It began with a July issue. Walter C. Gumbel is editor. Subscription \$3 a year; single copies 75 cents.

*Journal of the History of Medicine and Allied Sciences* is a new quarterly, issued first in January, devoted to the prompt publication of work relating to all aspects of the history of medicine, public health, dentistry, nursing, pharmacy, veterinary medicine and the various sciences that impinge on medicine. Published by Henry Schuman, 20 East 70th Street, New York 21. Subscription \$7.50 a year in the United States, Canada and Latin America; \$8.50 in other countries; single copies, \$2.50.

*Labor and Nation* is published bimonthly by the Inter-Union Institute for Labor and Democracy, 112 East 19th Street, New York 3. Subscription \$7.50 a year; single copies 75 cents.

*Latin American Thought* is a quarterly four-page bulletin that aims to interpret the basic ideas and aspirations of intellectual leaders of Latin America. Articles and reviews are based on original Latin American publications not printed in English. The first issue is dated October 1945. Published and edited by John H. Hershey, 15 Hale Street, Bridgewater, Massachusetts. Subscription \$1 a year.

*Law and Social Action* is a four-page monthly, published by Commission on Law and Social Action of the American Jewish Congress, 212 West 50th Street, New York 19. The first issue appeared in January.

*The Lawyer and Law Notes* have been combined in a new magazine with title *The Lawyer and Law Notes*, published jointly by the American Law Book Company and Edward Thompson Company, Brooklyn. Editor is August A. Cordes, 272 Flatbush Avenue Extension, Brooklyn 1.

*Let's Go, the Magazine of Travel*, is an illustrated quarterly, published at 545 Fifth Avenue, New York 17. Subscription \$1 a year in United States and Canada; \$1.50 in other countries. It is in its second volume.

*Life* magazine, international edition, to be distributed every other week to more than 70 nations thruout the world starting July 22, is announced. The fortnightly edition, made up of editorial material selected from the two previous domestic issues of *Life*, will circulate to most parts of the world excepting the U.S., Canada, Alaska and Hawaii, which will continue to receive *Life's* domestic edition.

*Limited Edition* changes its title to *Art Outlook* with the February issue and will appear hereafter on the first of each month. Published by Maude Kemper Riley, 360 East 55th Street, New York 22.

The *McGraw-Hill Digest*, an outgrowth of the *Overseas Digest*, technical manual published during the war and distributed free of charge to the armed services, will have an initial circulation of 20,000 copies covering all countries except the United States and Canada. Subscription rate is \$5 a year.

*Magazine Weekly* is a news weekly for the magazine publishing industry. Subscription \$4 a year; single copies 10 cents. Mailing address is P. O. Box 139 Station F, New York 16.

*Magazine World* became a semi-monthly with the March 1946 issue. Subscriptions \$5 a year; single copies 25 cents. Editorial and business offices, 40 East 49th Street, New York 17.

*Maine Coast Fisherman*, a monthly in tabloid form, will report news of the Maine fishing industry as well as news of all national wholesale and retail seafood markets.—*Advertising and Selling*.

*Mécanique Populaire* is the French edition of *Popular Mechanics Magazine*, appearing in France, Switzerland and Belgium.

The *Mining Journal* and *Mining World* have merged, retaining *Mining World* as the name of the enlarged magazine. The journal is edited and published at 121 Second Street, San Francisco 5. Subscription \$3 a year; single copy 35 cents.

*Model and Hobby Industry* began publication with a July number. Published monthly at 1700 Walnut Street, Philadelphia 3. Subscription \$2 a year; single copies 25 cents.

*Modern Distribution*, 347 Madison Avenue, New York 17, is a weekly service presenting "news; developments and forecasts for marketing more goods at lower costs," in a four page bulletin, and in a pictorial four page section, also weekly. An additional service is the publication of frequent supplementary reports "spot-lighting profitable opportunities in specified lines and territories." Subscription \$25 a year.

*Modern Medicine of Canada; Journal of Diagnosis & Treatment*, began with an October number. It is a monthly digest of medical literature published by W. W. Seccombe, 9 Duke Street, Toronto 2. Subscription \$2.50 a year; 25 cents a copy.

*Music of the West* is a "monthly report to the Nation on music and musicians of western America." Published by Voice Publications, Clyde J. Garrett, President and Editor, 20 West Colorado Street, Pasadena 1, California. Subscription one dollar a year; single numbers 15 cents.

*Musicology*, a quarterly, began publication with an Autumn 1945 number. Subscription \$4 a year; single copies one dollar. Published by M & H Publications, P. O. Box 476, Middlebury, Vermont.

*N B C Digest*, a new quarterly of "digest" size, began with an October issue. In this issue are included the broadcasts of Secretary Byrnes on United States policy in Germany, Omar Bradley on Our responsibility to the veterans, Edwin W. Pauley on Reparations and lasting peace, and other broadcasts. Published by National Broadcasting Company, 30 Rockefeller Plaza, New York 20. Subscription 50 cents a year.

*National Petroleum News* began July 29, 1942, to publish its monthly technical section separately as part 2 of the regular issue, with the subtitle *Refinery Management and Petroleum Chemical Technology*. With the September, 1946, issue this technical section bears a new title, *Petroleum Processing*, volume 1, number 1, becoming an independent monthly with a subscription price of \$3. It is indexed in the *Industrial Arts Index* as the successor to *National Petroleum News*, section 2.

*New Books Digest* is a monthly digest of best-selling books, condensed in the authors' words. It began in March. Paul Sarazen is editor. Published by Publishers Service Company, 75 West Street, New York 6. Subscription \$4 a year; 35 cents a copy.

*New South*, that The Southern Regional Council began publishing in January, takes the place of *Southern Frontier*. *New South* will have from eight to twelve pages each month with the exception of once each quarter when an enlarged issue will deal with a subject of particular interest to the South. The first quarterly edition, "Wanted: The South's Future for the Nation," based on Dr. Rupert B. Vance's new book "All These People," was published in March. Address of the Council is Room 432, 63 Auburn Avenue, N. E. Atlanta 3, Georgia. Subscription \$1 a year.

*News Letter of the Institute of Ethnic Affairs*, 1719 K Street, NW, Washington 6, began publication in February. The second number, dated April, discusses Trusteeship, independent peoples, and United Nations London accomplishment. Free upon request.

*Newsdealer*, business paper for publication retailers, began publication with a March issue. Roy Quinlan is editor and publisher. A feature of the periodical is a magazine directory, to be revised each month. Subscription \$3 a year; Canada \$4; foreign \$5; single copies 25 cents. Publication office 40 East 49th Street, New York 17.

*Northern Review; New Writing in Canada* is a bimonthly that began with a December-January number. It contains poetry, stories, articles and reviews. Published by the First Statement Press at 635 St Paul Street W., Montreal. Subscription \$2 a year; 35 cents a copy.

*Northwest Host*, a monthly that began last January, serves hotels, restaurants, resorts of Minnesota, the Dakotas, Montana, northern Wisconsin, Iowa, and Michigan. Published the 20th of each month by Richard L. Forrest Publishing Company, 808 Thorpe Building, Minneapolis 2.

*NYSAC News Letter* which The New York State Aviation Council began publishing in February, is a four-page processed bulletin. Address: P. O. Box 1283, Syracuse, New York.

*Occupational Medicine*, an illustrated monthly, is published by the American Medical Association, 535 North Dearborn Street, Chicago 10. William A. Sawyer, 343 State Street, Rochester, New York, is editor-in-chief. Many of the illustrations are in color. An abstract section of considerable extent is included. Publication began in January. Subscription \$6 a year.

*Oil Forum*, a new monthly devoted to the national and international petroleum industry, will be published by Orchard Lisle Publications, 80 Warren Street, New York. Eliminating news coverage and purely descriptive articles, it will publish views and opinions of qualified persons on all phases of management, engineering, operation and legislation of the petroleum industry. Subscription \$1 a year.

*Opportunities on Parade* is "wholly devoted to bringing together people who want something and all the things they want." It began with a May number. Published by Chelle Janis, 150 Powell Street, San Francisco. Subscription \$3 a year; single number 25 cents.

*L'Orientation Technique*, a new review of general technology, aims to outline the trends of scientific research and their repercussion on the various branches of industry. "It includes otherwise unpublished papers by eminent research workers and a wide and carefully compiled selection of abstracts from the world press." M. R. Bazannery, of the École Centrale des Artes et Manufactures, is editor.—*Chemistry and Industry*.

*Our Lady's Digest*, Olivet, Illinois, is published monthly, September to June; with July-August a combined number. "It contains Marian articles of outstanding interest chosen from Catholic books and periodicals." Subscription price \$2 a year; single copies 20 cents.

*Our Merchant Fleet* began publishing, January, to furnish background information on the composition, use and problems of the Merchant Marine. It is intended primarily for schools. To have your name put on the mailing list send a postcard to Education Section, Division of Information, Maritime Commission, Washington 25, D.C.

*Our World* is a picture magazine for the Negro family, published monthly by John P. Davis, 1440 Broadway, New York 18. Subscription \$1.50 a year; single copies 15 cents.

*Pacific*, a literary journal, began publication last November. The second number, January 1946, announces that suitable advertising will be accepted. Published four times a year by Mills College, Oakland 13, California, Box 467. Subscription \$2 a year; single number 50 cents.

*Pacific Pathways* is a pictorial monthly that began publishing last March, intended to present the attractions of the Pacific Coast to travelers. Many of the illustrations are in color. Published by Pacific Highways, 416 West Eighth Street, Los Angeles 14. Subscription \$3.50 a year.

*Palestine Economist*, edited by Ernst Kahn and Emil Kollek, is a monthly, now in its second volume, published at 8 Keren Kajemeth Street, Jerusalem. Subscription £P 1.500. D. B. Aaronson, agent, P.O.B. 1175, Jerusalem, Palestine.

*Papel e Imprenta*, Spanish language publication for the paper and printing industry of Latin America, a bimonthly, goes to paper importers, distributors, manufacturers, converters and printers south of the border. Offices are at 22 East Huron Street, Chicago 11.

*Parnassus*, a new poetry magazine, is published monthly at 367 Woodbine Avenue, Toronto 8, Canada, by James Penman Rae. It includes poems, articles, reviews, and criticisms. Subscription \$2 a year; single copies 25 cents.

*Petroleum Processing* is the new name of National Petroleum News, Technical Section, part 2.

*Philips Research Review*, a new bimonthly, contains physical, chemical and technical papers dealing with the result of research work, experimental and theoretical, executed in the laboratories of the N. V. Philips Gloeilampenfabrieken Eindhoven (Netherlands). It is published in English. Number two is dated January, 1946. The volume will be completed in December, 1946 (six numbers). Subscription \$5; single numbers \$1.

*Phoebus* is a new quarterly, published in Basle, devoted to the service of international research in art—"a journal of art in all ages." The text in the first number is predominantly German. It is generously illustrated. Published by Holbein Publishing Company, Basle, Switzerland. Subscription \$5.60 in the United States; single copies \$1.50. Size 31 x 23 cm.

*Photographic Age; Business and Industrial Photography*, an illustrated monthly, began with a July number, and will serve photographic manufacturers, commercial photographers and business and industry in general. It will cover photography as an instrument in training and educating employees, in research work, in selling and advertising and in its various other applications. Published by Trans-World Publishing Company, 16 East 52d Street, New York 22. Subscription \$4 a year; 50 cents a copy.

*Plain Talk*, published monthly beginning with an October issue, at 240 Madison Avenue, New York 16, will "report on the totalitarian underground." Isaac Don Levine is editor. Subscription \$3 a year in the United States; elsewhere \$4; single copies 25 cents.

*Poland of Today* is a monthly bulletin of information from the Library of the Polish Embassy. The first number is dated March. Publishing office is at 151 East 67th Street, New York 21.



*Polemic*, a new magazine of philosophy, psychology and esthetics, is published by Rodney Phillips & Company Limited, 5 Bathurst Street, London, W.2. Its method is to publish articles written from different and opposite points of view on all subjects directly and indirectly relevant to the editorial purpose. Edited by Humphrey Slater. 2s 6d a copy.

*Practical English*, a new national magazine of English and the communication arts, is designed for high school students in general, business, or vocational courses, and is published weekly during the school year, by Scholastic Magazines, 220 East 42d Street, New York 17. Subscription \$2 a school year.

*Prep; Preparation for Practical Living*, that began with a September 16 issue, is another magazine for high school students, published weekly during the school year by Scholastic Magazines, 220 East 42d Street, New York 17. Subscription \$2.50 a school year.

*Profitable Hobbies* begins its second volume (June) enlarged in size and with a new dress. It is twenty-five cents a copy; annual subscriptions \$3 in the United States and its possessions, and in the countries of the Pan American Union; \$3.50 in Canada; foreign subscriptions, \$4. Published monthly by Modern Handcraft, 3958 Central Street, Westport Station, Kansas City, Missouri.

*Progress Thru Research*, beginning with an October issue, is published quarterly by General Mills, Inc., Research Laboratories, 2010 East Hennepin Avenue, Minneapolis 13. It will carry reports of General Mills' research activities, new products, new methods and semi-popular informational articles on scientific subjects. Distribution will be free within the continental United States. Indexed in *Agricultural Index*.

*Public Relations Journal* is a monthly publication of the American Council on Public Relations, sent to all members in the United States and Canada as a part of the Council service. Subscriptions are offered to individuals, libraries and institutions that are non-members at \$5 a year, 50 cents a copy. Editorial and advertising offices are at 369 Pine Street, San Francisco.

*Public Works News*, a national newspaper of public works, is published every other week by Lehar-Friedman Publications, 145 East 32d Street, New York 16. Subscription \$5 a year; 25 cents a copy.

*The Quarterly Review of Pediatrics*, is an abstract journal published by the Washington Institute of Medicine, 1720 M Street, NW, Washington 6. Dr. Irving J. Wolman, Philadelphia, is editor. Subscription \$9 a year.

*Quarterly Review of Psychiatry and Neurology* began publication with a January number. It is edited by Winfred Overholser, M.D., Professor of psychiatry, George Washington University School of Medicine. The purpose

of the *Review* is to present promptly brief abstracts, non-critical in character, of the more significant articles in the periodical medical literature of Europe and the Americas. This is the seventh in the Quarterly Reviews, published by the Washington Institute of Medicine, 1720 M Street, NW, Washington 4. Subscription \$9 a year.

*Quarterly Review of Urology* is a recent addition to the list of quarterlies published by the Washington Institute of Medicine, 1720 M Street, NW, Washington 6. The first number is dated March 1. Subscription \$9 a year.

*Radio & Appliances*, a new monthly is published at 185 N. Wabash Street, Chicago.

*Radio Maintenance* appeared in two quarterly issues in 1945. It becomes a monthly with the January 1946 issue. Published by Boland & Boyce, Inc., 295 Broadway, New York 7. Subscription rates: In U.S., Mexico, South and Central America, and U.S. possessions, \$2 a year; single copies 25 cents; in Canada, \$2.50 a year; single copies 30 cents; in British Empire, \$3 a year; single copies 40 cents; all other foreign countries, \$4 a year.

*Radio Market Guide* is a "monthly service for radio advertising, marketing, merchandising and promotion" that began publication in November. With it is merged the *Radio Advertising Review*. The *Guide* gathers and compiles basic coverage data from all radio stations. It is published by Radio Market Guide Publishing Company, 360 North Michigan Avenue, Chicago 1. \$12 a year.

*Recovery Journal*, beginning with a June issue, is a monthly magazine for the study of self-help methods in the treatment of nervous and former mental patients. Published by Recovery Inc, 185 N. Wabash Avenue, Chicago. Subscription \$2 a year; for members of Recovery \$1.

*Refrigeration Abstracts* is the name of a new abstract journal, published quarterly by the American Society of Refrigerating Engineers, 40 West 40th Street, New York 18. Professor J. Mack Tucker, University of Tennessee, is editor. Subscription prices: domestic, \$7 a year; foreign, \$8 a year.

*Revista Bolivariana*, the organ of the Sociedad Bolivariana de Mexico, began publication in Mexico, D. F., with a July issue.

*Revista de Economía Continental* is a new monthly published in Mexico, D. F., beginning with an August issue. Subscription \$2 a year.

*Science Illustrated*, a new McGraw-Hill monthly, began publication in April. Address all correspondence regarding subscriptions to J. E. Blackburn, jr., Director of Circulation, Science Illustrated, 330 West 42d Street, New York 18. Subscription \$3 a year; single copies 25 cents.

*The Screen Writer*, a monthly, published by The Screen Writers Guild, is edited by Dalton Trumbo. Subscription \$2.50 a year; single copies 25 cents. The Guild offices are at 1655 No. Cherokee Avenue, Hollywood 28, California.

*Sea Breezes, the Ship Lovers' Digest*, is a small-size illustrated monthly published by Charles Birchall & Sons, 17 James Street, Liverpool 2. Suspended during the war, it resumed publication in January 1946, New series, volume one, in smaller size.

*The 16 Millimeter Reporter* began publication March 2, as a weekly digest of events in the 16mm, 8mm and non-theatrical film industry. Published by Douglas N. Taussig, 545 Fifth Avenue, New York 17. Subscription \$10 a year; single copies 20 cents.

*Social Service Digest*, a digest of social work literature, began publication in May as an aid to social workers. It will prove of interest to many others. Joseph Andriola is editor. Published monthly except July and August by Social Service Digest, 373 Spreckels Building, San Diego 1, California. Subscription \$3 a year; single copies 35 cents.

*The South Dakota Certified Public Accountant Bulletin* is published quarterly by the South Dakota Society of Certified Public Accountants, Vermillion, S.D.

*Southern Building Supplies*, a monthly, is mailed without charge to the wholesale and retail lumber and building material dealers in eighteen southern and southwestern states and the District of Columbia. To others subscription price is \$2 a year; 25 cents a copy. Published by W. R. C. Smith Publishing Company, Grant Building, Atlanta 3, Georgia.

*Southern California Forum*, a new weekly publication for readership among wage-earners, is sponsored by the Merchants and Manufacturers Association of Los Angeles.

*Southern Plastics* is published monthly at 44½ Marietta Street Building, Atlanta 3, Georgia. Subscription \$2 a year; 25 cents a copy.

*Southland Magazine*, an illustrated quarterly, is published at 44½ Marietta Street, P. O. Box 1251, Atlanta, Georgia. First issue December 1945. Subscription \$3 a year; single number 25 cents.

*The Soviet Theatre* is issued irregularly (for the present) by the Theatre Committee, National Council of American Soviet Friendship, 114 East 32d Street, New York 16. Number one is dated February. A similar periodical from the same source bears the title *The American Theatre*. Membership in the National Council is \$3 a year, including bulletins.

*Sportfolio; Illustrated All-Sports Digest*, a monthly, began publication in July at East Carolina Avenue, Clinton, South Carolina. Subscription \$3 a year; single copies 25 cents.

The *STM Book News* is intended to fill every need of the librarian or individual who uses scientific, technical or medical books. It is a bi-monthly, beginning with an April issue. The books published within the two-months period are classified, with full bibliographical details, prices, publishers, and notes as to contents. Following this is a list, similarly classified, of books to be published during the next four months. Then follows, on pages 40 to 61, a list of books published during 1945. The final section lists outstanding reference books. Additions to the List of books published during 1945 and Outstanding reference books will be included in the cloth bound volume, titled "STM Reference Guide," to be published June 1, 1946. Publisher is W. E. Falk, 701 Main Street, Cincinnati 2. Subscription to *STM Book News* \$3.50 a year. *STM Reference Guide*, bound in cloth \$2.

*Story Digest* is published monthly by Popular Publications, Inc., 2256 Grove Street, Chicago 16; Editorial and executive office, 205 East 42d Street, New York 17. It provides a story a day. Subscription \$2.50 a year; single number 25 cents.

*The Storyteller; Britain's Miniature Modern Fiction Digest*, began publication in February. Published monthly by Pan Press Publications, Thanet House, 231, Strand, London, W.C. 2.

*Suma Bibliográfica, Guía del Lector Hispanoamericano*, is a monthly review published in Mexico, D.F. Subscription \$2; single numbers 20 cents.

*Tax Law Review*, a new quarterly, is published by New York University. Subscriptions should be sent to Miguel deCapriles, Business Manager, New York University School of Law, Washington Square, New York 3. The price is \$5 a year.

*Tennis: Amateur—Professional*, is a 24-page monthly, the official organ of the Professional Lawn Tennis Association of the United States. Price is \$2.50 a year. Publication offices are in Greenwich, Connecticut, Box 877.

*Travel America*, a semi-annual published by Ahrens Publications, 71 Vanderbilt Avenue, New York 17, serves the informational needs of the traveler. 50 cents a copy.

*Travel and Camera*, a large-size illustrated monthly, is published by United States Camera Publishing Corporation, 420 Lexington Ave., New York 17. The August issue is the first. Subscription \$3.75 a year; 35 cents a copy.

*The Trollopian* is a semiannual journal devoted to studies in Anthony Trollope and his contemporaries in Victorian fiction. Published by University of California Press. Subscription \$1.75 a year; \$1 a copy. Subscriptions, remittances, and all editorial communications should be addressed to The Trollopian, Royce Hall 310, University of California, Los Angeles 24, California.

*True Police Cases*, is published monthly by Fawcett Publications, 1501 Broadway, New York. 25 cents a copy.

*Turismo en la Argentina* is an illustrated magazine, the official quarterly organ of La Direccion de Parques Nacionales Y Turismo, Ministerio de Agricultura, Buenos Aires. Price \$.30 a copy.

*Two To Six*, for parents of very young children, is published monthly at 420 Madison Avenue, New York. Subscription \$2 a year.

*United Nations News*, published by Woodrow Wilson Foundation, 45 East 65th Street, New York 21, is a new monthly, the first issue appearing in January. Subscription \$2 a year.

*United Nations Weekly Bulletin* began publication August 3. It is issued by the Department of Public Information in order to provide a concise account of the activities of the United Nations and its specialized agencies. Proceedings and resolutions are reported and events set in perspective by background information. The periodical publishes messages and statements from leading United Nations personalities, surveying the work of the parts of the organization with which they are connected. English and French editions are published at the temporary headquarters of the United Nations at Lake Success, Nassau County, New York. Price of single copies of the English and French editions is 15 cents and the annual subscription \$6. It is distributed in North and South America by International Documents Service, Columbia University Press, 2960 Broadway, New York 27. This publication is indexed in the *Readers' Guide*.

*United States Cuban Sugar Council Bulletin* began publication with a May issue. The Council is a group of companies owning or operating sugar properties in Cuba, the stockholders of which are predominantly United States citizens. Published monthly at 136 Front Street, New York 5.

*U.S. Home*, with subtitle "house and apartment ideas for modern living," is an illustrated bimonthly, the first issue dated October. Published by Harvey Publications, Inc., 1117 Wolfendale Street, Pittsburgh. Subscription \$1.80; single numbers 15 cents.

*Universities Quarterly*, a new English magazine, announced for November, will be devoted to the aims and methods of university education and problems of administration. Subscription one pound (\$4) a year; five shillings (\$1) an issue. Prepublication rate \$3.

*The Vanguard*, a laymen's magazine of social welfare, is devoted primarily to preventing delinquency. It began last March as a quarterly

with the expectation of monthly publication in 1947. Published by The Continental Press, Box 476, Cleburne, Texas. Subscription \$1 a year.

*West Coast Hobby Manual*, a monthly, beginning in June, is published by H. Lyle Thomas, 117 E. Colorado Street, Pasadena 1. Subscription \$2.50 a year; 25 cents a single copy. It is a magazine for antique dealers, collectors and hobbyists.

*The World in Books* is announced for June, with a minimum of 16 pages of tabloid size and reviewing from three hundred to five hundred books. Thirty thousand copies will go to the book trade and libraries and seventy-thousand to newsstands. Published by United Publishers Association, 30 Winchester Street, Boston 16. New York office, 16 East 43rd Street. Five cents a copy.

*World Report, the Weekly Newsmagazine of World Affairs* was noted in the February Index. This new weekly is published at 24th and N Street, NW, Washington 7. Lloyd Lehrbas is Executive editor; Russell Willson, Associate editor. Subscription \$4 a year in the United States and Pan American Union countries; \$5 in other countries; single copies 15 cents.

*World Wide Music of the Month* contains compositions of classic, semi-classic, opera and dance music arranged for piano solo (grades 3-5) and also articles and news about music and musicians, and the theater and radio. Subscription and free membership in Standard Music Society, 20 Broadway, New York 7, \$5.

*Young Democrat*, official organ of the Affiliated Young Democrats, Inc. of New York State, issued a double number, March-April (volume 1, no. 7). Subscription \$3 a year; 25 cents a copy. Published at 8 East 41st Street, New York 17.

*Your Music* is similar in format to various digest magazines, but except for condensing one book a month, it is made up of original contributions, covering all kinds of music and subjects of interest to music lovers. Publication began December, 1945, at 359 Lexington Avenue, New York 17. Subscription \$3 a year; single copies 25 cents.

*Your Own Home*, a new monthly that began with a June number, provides sketches and plans, decorating ideas, and services for the homeowner. At least 12 house plans are to be included in each number, ranging from the small bungalow to the four bedroom house. Published by Style Publications, Inc., 221 Conyngham Street, Wilkes-Barre, Pennsylvania. Executive Offices, 60 East 42nd Street, New York 17. Subscription \$1.80 a year; single copies 15 cents.



# List of Periodicals Indexed

- A S M E Trans**—Transactions of the American Society of Mechanical Engineers. \$12; single numbers \$1.50. m (except Mr, Je, S, D) American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v68;i-l) \$7.50 to members and affiliates
- Acoustical Soc Am J**—Journal of the Acoustical Society of America. \$8; single numbers \$1.80. q American Institute of Physics, 57 E 55th St, New York 22 (1v:Jl v18;i-s)  
Indexing began July 1940 v 12, no 1  
Became a bimonthly January, 1947
- Adv & Sell**—Advertising and Selling. \$4; single numbers 35c. m Robbins Pub. Co, Inc, 9 E 38th St, New York 16 (1v:Ja v39;i-none)
- Advanced Management**—Advanced Management. \$6; single numbers \$1.50. q Society for the Advancement of Management, Inc, 84 William St, New York 7 (1v:Mr v11;i-l)  
Formerly Society for the Advancement of Management Journal, a bi-monthly
- Aero Digest**—Aero Digest. \$3; single numbers 50c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York 22 (2v:Ja,Jl v52-53; i-s)  
Published semi-monthly beginning January 1944, changed to monthly beginning January 1946
- Aeronautical Eng R**—Aeronautical Engineering Review. \$3; single numbers 30c. m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v5;i-s)  
Formerly Journal of the Aeronautical Sciences, Aeronautical Review Section
- Air Transport**—Air Transport. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v4;i-none)  
Began publication September, 1943
- Am Assn of Textile Chemists and Colorists**. Proceedings. Published in American Dyestuff Reporter
- Am Assn Pet Geologists Bul**—Bulletin of the American Association of Petroleum Geologists. \$15; single numbers \$1.50. m American Association of Petroleum Geologists, Inc, Box 979, Tulsa 1, Oklahoma (1v:Ja v30;i-s)
- Am Bankers Assn J**. See Banking
- Am Bld**—American Builder and Building Age. \$3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v68;i-none)
- Am Bsns**—American Business combined with System. \$3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago 40 (1v:Ja v16;i-none)  
Indexing began August 1935 when it was combined with System
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society. \$1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus 2, Ohio (1v:Ja v25;i-s)  
Ceramic Abstracts, formerly published as part of the Bulletin, is included in American Ceramic Society Journal beginning January 1946
- Am Cer Soc J**—Journal of the American Ceramic Society. \$8.50; single numbers 75c. m American Chemical Society, 1155 16th St, N.W, Washington 6, D.C. (1v:Ja v68;i-s)
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$7.50; single numbers \$1.50. 6 times a year (S, N, Ja, F, Ap, Je) American Concrete Institute, 7400 Second Blvd, Detroit 2, Mich. (1v:S v18;i-l)  
Changed to monthly (S to Je) with September 1946 number. Single copies \$1.25
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5. bl-w Howes Pub. Co, 1 Madison Av, New York 10 (1v:Ja v35;i-s)  
Includes Proceedings of American associations of textile chemists and colorists
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m (bl-m Jl-Ag) American Gas Assn, Inc, 420 Lexington Av, New York 17 (1v:Ja v28;i-l)
- Am Gas Assn Proc**—American Gas Association Proceedings. Annual convention proceedings, annual American Gas Association, Inc, 420 Lexington Av, New York (27th annual convention, 1945)
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, 53 Park Pl, New York 7 (2v:Ja,Jl v164-165; i-l)
- Am Inst Banking Bul**—Bulletin of the American Institute of Banking. \$1; single numbers 25c. q American Bankers Assn, American Institute of Banking Section, 12 E. 36th St, New York 16 (1v:Ja v28;i-r)
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$2. bi-m American Institute of Chemical Engineers, 50 E 41st St, New York 17 (1v:F v42;i-s)  
Published as section of Chemical Engineering Progress beginning with v43, January, 1947
- Am Inst E E J**. See Elec Eng
- Am Inst of Mining and Metallurgical Engineers**. See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v244;i-s)
- Am Mach**—American Machinist. \$5; single numbers 35c. bl-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v90;i-r)
- Am Pet Inst Proc**—American Petroleum Institute Proceedings, 50 W 50th St, New York
- Am Soc C E Proc**—Proceedings of American Society of Civil Engineers. \$8; single numbers \$1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v72;i-s)
- Am Soc for Metals Trans**—Transactions of the American Society for Metals. 2v v34, 35 '45 American Society for Metals, 7301 Euclid Av, Cleveland 3, Ohio  
Published in 2 volumes soon after annual meeting  
v 34 indexed in this volume  
Formerly Transactions of American Society for Steel Treating
- Am Soc Heat & V E J**. See Heating-Piping
- Am Soc M E J**. See Mech Eng
- Am Soc M E Trans**. See A S M E Trans
- Am Soc Steel Tr Trans**. See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings, annual American Society for Testing Materials, 1916 Race St, Philadelphia 3 (1v:v45)

Publications of societies, institutions, etc. are listed under the names of the organizations.  
i-l=index sent loose; i-r=index sent upon request; i-s=index stitched in volume.

Month abbreviation followed by volume number=Month in which new volume begins and the number of the new volume beginning in 1946.

- Am Stat Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50. q American Statistical Association, 1603 K St, N.W., Washington 6, D.C. (1v:Mr v41;1-s)
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7; single numbers 75c, to members 50c. m American Water Works Assn, 500 Fifth Av, New York 18 (1v:Ja v38;1-s)
- Index, 1940-1944 published as pt. 2 of March '45 number
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia 4 (6v:Ja,Mr,My,Jl,S,N v243-248;1-s)
- Published also in cloth \$7.50; single numbers \$2.50
- Arch Forum**—Architectural Forum. \$4; single numbers \$1. m Time, Inc, 540 North Michigan Av, Chicago 11 (2v:Ja,Jl v84-85;1-r)
- Arch Rec**—Architectural Record. \$4.50; single numbers \$1. m F. W. Dodge Corp, 119 W 40th St, New York 18 (2v:Ja,Jl v99-100;1-l)
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 6s. annual Association of Special Libraries and Information Bureaux, 52, Bloomsbury St, London, W.C. 1
- Not published in 1940 or 1941
- 1945 indexed in this volume
- Automobile Eng**—The Automobile Engineer. £1 17s 4d; single numbers 2s 6d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v36;1-r;cost 6d)
- Annual extra number published in November
- Automotive & Aviation Ind**—Automotive and Aviation Industries. \$1; single numbers 25c. s-m Chilton Co, Chestnut & 56th Sts, Philadelphia 39 (2v:Ja,Jl v94-95;1-none)
- Formerly Automotive Industries
- Price of March 15 issue is 50c
- Aviation**—Aviation. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v45;1-none)
- Aviation N**—Aviation News. \$5; single numbers 50c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v5-6;1-none)
- Began publication August 2, 1943
- Bankers Mo**—Bankers Monthly. \$5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago 5 (1v:Ja v63;1-none)
- Formerly Rand McNally Bankers Monthly
- Banking**—Banking; Journal of the American Bankers Association. \$3; single numbers 25c. m American Bankers Association, 12 E 36th St, New York 16 (1v:Jl v39;1-r)
- Formerly American Bankers Association Journal
- Banking Law J**—Banking Law Journal (combined with the Bankers Magazine) \$8; single numbers 75c. m Bankers Publishing Co, 465 Main St, Cambridge 42, Mass. (1v:Ja v63;1-s)
- Combined with Bankers Magazine, July 1943
- Barron's**—Barron's. \$10; single numbers 25c. w Barron's Pub. Co, Inc, 40 New St, New York 4 (1v:Ja v26;1-r)
- Bell System Tech J**—Bell System Technical Journal. \$1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v25;1-r)
- Blast F & Steel Pl**—Blast Furnace and Steel Plant. \$2.50; single numbers 50c. January and August numbers \$1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh 30, Pa. (1v:Ja v34;1-s)
- Boston Soc C E J**—Journal of the Boston Society of Civil Engineers. \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v33;1-s)
- Brick & Clay Rec**—Brick and Clay Record. \$5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago 5 (2v:Ja,Jl v108-109;1-s)
- Bsns W**—Business Week. \$5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (without v no;1-r)
- Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit 32, Mich. (1v:O v31;1-none)
- Bus Transportation**—Bus Transportation. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v25;1-r)
- Price of January issue is \$1
- CAA J**—CAA Journal; issued monthly by the Civil Aeronautics Administration. 50c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v7;1-s)
- Formerly Civil Aeronautics Journal; name changed with April 15, 1945 number
- Can Chem & Process Ind**—Canadian Chemistry and Process Industries. \$4; single numbers 40c. m Westman Publications, Ltd, 137 Wellington St, West, Toronto, Ont. 1 (1v:Ja v30;1-r)
- Formerly Canadian Chemistry and Metallurgy
- Can Min J**—Canadian Mining Journal. \$3; single numbers 25c. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v67;1-s)
- Cer Ind**—Ceramic Industry. \$4; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago 5 (2v:Ja,Jl v46-47;1-s)
- Price of January issue \$2
- Chem Age (Lond)**—The Chemical Age. 26s; single numbers 10d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v54-55;1-r)
- Chem & Eng N**—Chemical and Engineering News. \$2; single numbers 15c. s-m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v24;1-s)
- Changed to weekly 1947
- Chem & Ind**—Chemistry and Industry. £2 15s. single numbers 2s. w Society of Chemical Industry, 56 Victoria St, London, S.W.1 (without v no;1-r)
- Published as section of Journal of the Society of Chemical Industry until 1937
- Chem & Met Eng**—Chemical and Metallurgical Engineering. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v53;1-r)
- Name changed to Chemical Engineering August, 1946
- Chem Eng**—Chemical Engineering. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v53;1-l)
- Chem Ind**—Chemical Industries. \$4; single numbers 50c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6 (2v:Ja,Jl v58-59;1-l)
- Published twice in November; regular issue 75c; second issue, Buyer's Guidebook number
- Chem R**—Chemical Reviews. \$9. (\$7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Mount Royal and Guilford Aves, Baltimore 2, Md. (2v:F,Ag v38-39;1-s)
- Chem Soc J**—Journal of the Chemical Society. £3 15s. m D. C. Martin, The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without v no;1-l)
- Chimie & Ind**—Chimie & Industrie. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (7e)
- Indexing resumed 1946
- January thru March indexed in this volume. Succeeding issues will be indexed in 1947 current numbers when obtainable
- Civil Aero J**—Civil Aeronautics Journal. See CAA J
- Civil Eng**—Civil Engineering. \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v16;1-s)
- Coal Age**—Coal Age. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v51;1-r)
- Comm & Fin Chr**—Commercial & Financial Chronicle. \$35; single numbers Monday ed. 75c, Thursday ed. 30c. s-w William B. Dana Co, 25 Park Pl, New York 8 (2v:Ja,Jl v163-164;1-l)



- Comp Air Mag**—Compressed Air Magazine. \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v51; i-r)
- Concrete**—Concrete. \$3; single numbers 40c. m Concrete Pub. Corp, Daily News Plaza, 400 W Madison St, Chicago 6 (1v:Ja v54;i-s)
- Consumers Res Bul**—Consumers' Research Bulletin (Not Confidential). \$3; single numbers 30c. m Consumers' Research, Inc, Washington, New Jersey (2v:Ja,Jl v17-18;i-s)
- Credit & Fin Management**—Credit and Financial Management. \$3; single numbers 25c. m National Association of Credit Men, 1309 Noble St, Philadelphia 23, Pa.; 1 Park Av, New York 16 (1v:Ja v48;i-s)
- Diesel Power**—Diesel Power and Diesel Transportation. \$3; single numbers 35c. m Diesel Publications, Inc, 192 Lexington Av, New York 16 (1v:Ja v24;i-none)
- Dom Comm**—Domestic Commerce. Issued by U.S. Department of Commerce. \$2; single numbers 20c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v34;i-none)
- Dom Eng**—Domestic Engineering. \$3; single numbers 30c. m Domestic Engineering Co, 1900 Prairie Av, Chicago 16 (2v:Ja,Jl v167-168;i-none)
- Dun's R**—Dun's Review. \$4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York 8 (1v:Ja v54;i-r)  
Formerly Dun & Bradstreet Monthly Review
- Dun's Stat R**—Dun's Statistical Review. \$2. m Dun & Bradstreet, Inc, 290 Broadway, New York 8 (1v:Ja v10;i-none)
- East Underw**—Eastern Underwriter. \$5; single numbers 25c. w Eastern Underwriter Co, 41 Maiden Lane, New York 7 (1v:Ja v47;i-none)
- Econ Geol**—Economic Geology. \$5; single numbers \$1. s-q Economic Geology Pub. Co, M. M. Leighton, Business Mgr, Urbana, Ill. (1v:Ja v41;i-s)
- Economist**—Economist. £3; single numbers 1s. w Economist Newspaper, Ltd, Brettenham House, Lancaster Place, Strand, London, W.C. 2 (2v:Ja,Jl v150-151;i-l)
- Edison Elec Inst Bul**—Edison Electric Institute Bulletin. \$2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York 17 (1v:Ja v14;i-l)
- Elec Eng**—Electrical Engineering. \$12; single numbers \$1.50. m American Institute of Electrical Engineers, 33 W 33th St, New York 18 (1v:Ja v65;i-l)
- Elec R (Lond)**—Electrical Review. £2 7s 8d; Canadian subs £2 3s 4d; single numbers 9d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v138-139;i-r)
- Elec West**—Electrical West. \$2; single numbers 25c. m McGraw-Hill Co, of California, 68 Post St, San Francisco 4, Calif. (2v:Ja,Jl v96-97;i-r)
- Elec World**—Electrical World. \$6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v125-126;i-l)  
Regular issue alternates with a News Edition
- Electrician**—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v136-137;i-l)
- Electrochem Soc Trans**—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York 27  
Formerly American Electrochemical Society  
Preprints are indexed
- Electronics**—Electronics. \$6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v19;i-s)  
Price of Directory issue \$1
- Eng & Min J**—Engineering and Mining Journal. \$3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v147;i-l)
- Eng Educ**. See J Eng Educ
- Eng N**—Engineering News-Record. \$6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v136-137;i-r)  
Regular issue alternates with a News Edition  
Construction costs number, April 18 \$2
- Engineer**—Engineer. £4 10s; Canadian subs £4 5s; single numbers 1s 9d w Engineer, 28, Essex St, Strand, London, W.C. 2 (2v:Ja,Jl v181-182;i-l)
- Engineering**—Engineering. £4 10s; Canadian subs £4 5s. single numbers 1s 6d w Engineering, Ltd, 35 and 36 Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v161-162;i-r)
- Explosives Eng**—The Explosives Engineer. \$1; single numbers 25c. bi-m Explosives Engineer, 848 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v24;i-l)  
Changed to a bi-monthly beginning January 1943
- Factory Management**—Factory Management and Maintenance. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v104;i-r)
- Fed Res Bul**—Federal Reserve Bulletin. \$2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington 25, D.C. (1v:Ja v32;i-s)
- Food Ind**—Food Industries. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v181;i-r)
- For Comm W**—Foreign Commerce Weekly. Issued by U.S. Department of Commerce. \$6; single numbers 15c. w Superintendent of Documents, Washington 25, D.C. (4v:13 issues in each v22-25;i-none)  
Replaces Commerce Reports and Comparative Law Series
- Fortune**—Fortune. \$10; single numbers \$1. m Time, Inc, 540 North Michigan Av, Chicago 11 (2v:Ja,Jl v33-34;i-r)
- Foundry**—Foundry. \$3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v74;i-r)
- Franklin Inst J**—Journal of the Franklin Institute. \$6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia 3 (2v:Ja,Jl v241-242;i-s)
- Gas Age**—Gas Age combining Natural Gas, Gas Age, Gas Record. \$3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York 16 (2v:Ja,Jl v97-98;i-l)
- Gas J (Lond)**—Gas Journal, single numbers 1s. w Walter King, Ltd, 11, Bolt Court, Fleet St, London, E.C. 4 (2v:Ja,Jl v247-248;i-l)
- Gen Elec R**—General Electric Review. \$3.50; single numbers 35c. m General Electric Co, Schenectady 5, N.Y. (1v:Ja v49;i-l)
- Génie Civil**—Génie Civil. 500 fr; single numbers 50 fr. s-m Génie Civil, 5 Rue Jules-Lefebvre, Paris (9<sup>e</sup>), France (1v:Ja v123;i-l)  
Indexing resumed January 1946
- Geol Soc Bul**—Bulletin of the Geological Society of America. \$10. m Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27 (1v:Ja v57;i-l)
- Geol Soc Proc**—Proceedings volume of Geological Society of America for 1945. Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27
- Glass Ind**—Glass Industry. \$3; single numbers 25c. m Ogden Pub. Co, 55 W 42d St, New York 18 (1v:Ja v27;i-s)
- Harvard Bsns R**—Harvard Business Review. \$5; single numbers \$1.50. q Harvard Business Review, Soldiers Field, Boston 63 (1v: [O] v25;i-s)
- Heat & Ven**—Heating and Ventilating. \$3; single numbers 30c. m Industrial Press, 148 Lafayette St, New York 13 (1v:Ja v43;i-r)
- Heating-Piping**—Heating, Piping and Air Conditioning. \$3; single numbers 35c. m Keeney Pub. Co, 6 N Michigan Av, Chicago 2 (1v:Ja v18;i-s)  
Includes American Society of Heating and Ventilating Engineers Journal section
- Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin, Irr Univ. of Ill, Urbana



- III U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station, Circular, irr Univ. of Ill. Urbana
- Illum Eng**—Illuminating Engineering including Transactions of the Illuminating Engineering Society, \$10; single numbers \$1.50, m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York 10 (1v:Ja v41;i-s)
- Illum Engr.** See Light & Lighting
- Ind & Eng Chem**—Industrial and Engineering Chemistry, Industrial Edition, single numbers 75c, m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v38;i-s)  
Analytical Edition now Analytical Chemistry and sold only as a unit with Industrial and Engineering Chemistry \$4
- Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition, single numbers 50c, m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v18;i-s)  
Name changed to Analytical Chemistry January, 1947
- Ind Marketing**—Industrial Marketing, \$2; single numbers 20c, m (s-m during O) Advertising Publications, Inc., 100 East Ohio St, Chicago 11 (1v:Ja v31;i-none)  
October 25th issue not sold separately
- Ind Med**—Industrial Medicine, \$5; single numbers 75c, m Industrial Medicine Pub. Co., 605 North Michigan Av, Chicago 11 (1v:Ja v15;i-s)
- Ind Stand**—Industrial Standardization, \$4; single numbers 35c, m American Standards Association, 70 E 45th St, New York 17 (1v:Ja v17;i-l)
- Index**—Index, q New York Trust Company, 100 Broadway, New York (1v:[Mr] v26;i-s)
- India Rubber World**—India Rubber World, Natural & Synthetic, \$3; single numbers 35c, m Bill Brothers Publishing Corporation, 386 4th Av, New York 16 (2v:Ap,O v114-115;i-s)
- Inland Ptr**—Inland Printer, \$4; single numbers 40c, m Maclean-Hunter Pub. Corp., 309 W Jackson Blvd, Chicago 6; 522 5th Av, New York 18 (2v:Ap,O v117-118;i-none)  
December 1945 and January 1946 is a combined number
- Inst Chem Eng Trans**—Transactions of the Institution of Chemical Engineers, annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1 (1v:v20 1942)
- Inst E E J**—Journal of the Institution of Electrical Engineers, single numbers pt1 5s; pt2 7s 6d; pt3 7s 6d m The Institution, Savoy Place, Victoria Embankment, London, W.C.2; E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1 (1v:Ja v93;i-l)  
Beginning with volume 88 published in three parts: pt 1, General, m (Ja); pt 2, Power Engineering, bi-m (F); pt 3, Radio and Communication Engineering, bi-m (Ja)
- Inst Mech Eng J & Proc**—Institution of Mechanical Engineers, Journal and Proceedings, Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1  
Four numbers indexed in 1946 annual (v 152, nos 3-4, Dec. 1945 and March 1946; v 154 nos 1-2, June, Sept. 1946) Journal published separately in other months  
Volume 153 War Emergency issue indexed in January 1947 issue  
Index to volume 151 Ja-D 1944 in Mr 1945 number
- Inst Pet J**—Journal of the Institute of Petroleum, £3 13s 6d; single numbers 7s 6d, m Institute of Petroleum, 26 Portland Pl, London, W. 1 (1v:Ja v32;i-s)  
Formerly Journal of the Institution of Petroleum Technologists
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers and Waves and Electrons, \$12; single numbers \$1.25, m Institute of Radio Engineers, Inc. 1 East 79th St, New York 21 (1v:Ja v34;i-l)  
Includes, beginning volume 34, January 1946, a section, Waves and Electrons, with separate volume number [1] and pagination thru April 1946, Paging continuous beginning with May number
- Int Labour R**—International Labour Review, \$5; single numbers 50c, m International Labour Office, 734 Jackson Pl, Washington 6, D.C. (2v:Ja,Jl v53-54;i-s)  
Two numbers in one issue through 1946
- Inv Banking**—Investment Banking, irr Investment Bankers Association of America, 33 S Clark St, Chicago 3 (v16;i-none)  
Suspended January, 1945
- Iron Age**—Iron Age, \$8; single numbers 35c, w Chilton Co, Inc., Chestnut & 56th Sts, Philadelphia 33; 100 E 42d St, New York 17 (2v:Ja,Jl v157-158;i-r)
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute, s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1 (2v:v150 no2 1944, v151 no 1 1945 indexed in this volume)  
Changed to monthly with v155, January, 1947
- J Account**—Journal of Accountancy, \$4; single numbers 35c, m American Institute Pub. Co, Inc, 13 E 41st St, New York 17 (2v:Ja,Jl v81-82;i-s)
- J Aeronautical Sci**—Journal of the Aeronautical Sciences, \$7; single numbers 70c, m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v13;i-s)  
Review section now published as Aeronautical Engineering Review  
Changed from monthly to quarterly July, 1943. Monthly publication resumed January, 1946
- J Ap Phys**—Journal of Applied Physics, \$7; single numbers 70c, m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v17;i-s)  
\$5 to members of Scientific Societies
- J Bsns**—Journal of Business of the University of Chicago, \$4; single numbers \$1.25, q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v19;i-s)
- J Chem Educ**—Journal of Chemical Education, \$3; single numbers 50c, m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v23;i-s)
- J Chem Phys**—Journal of Chemical Physics, \$10; single numbers \$1, m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v14;i-s)
- J Doc**—Journal of Documentation, 25s or \$6; single numbers 7s 6d or \$1.75, q Association of Special Libraries and Information Bureaux, 52 Bloomsbury St, London, W.C. 1 (1v:Je v12 i-s)
- J Eng Educ**—Journal of Engineering Education, \$3; single numbers 50c, m except (Jl and Ag) American Society for Engineering Education, F. L. Bishop, Ed, University of Pittsburgh, Pittsburgh 13, Pa. (1v:S v37;i-s)
- J Fr Inst**—See Franklin Inst J
- J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology, \$6; single numbers \$1.25, bi-m Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore 2, Md. (1v:Ja v28;i-s)
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics, \$5; single numbers \$1.50, q University of Wisconsin, Madison 6, Wis. (1v:F v22,i-s)
- J Phys Chem**—The Journal of Physical Chemistry, \$10; single numbers \$1.75, bi-m Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore 2, Md. (1v:Ja v50;i-s)  
Changed to a bi-monthly beginning January, 1944  
Name changed to Journal of Physical and Colloid Chemistry January, 1947
- J Res Nat Bur Stand**—Journal of Research of the National Bureau of Standards, \$3.50; single numbers 30c, m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v36-37;i-l)
- J Retailing**—Journal of Retailing, \$1.50; single numbers 40c, q New York University School of Retailing, 100 Washington Square, New York 3 (1v:F v22;i-r)  
Index published every two years
- Life Ins Courant**—Life Insurance Courant, \$4; single numbers 40c, m Filtrcraft, Inc, 613 Maple Av, Oak Park, Illinois (1v:Ja v51;i-l)

- Light & Lighting**—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting. 32 Victoria St, London, S.W. 1 (1v:Ja v39:i-1)
- Locomotive**—Locomotive. 50c; single numbers gratis; bound volumes 18 nos in a volume issued every 2 years \$1. q Hartford Steam Boiler Inspection & Insurance Co. 56 Prospect St, Hartford 2, Conn. (1v:Ja v46:i-r)
- Mach**—Machinery. \$4; single numbers 40c. m Industrial Press, 148 Lafayette St, New York 13 (1v:S v53:i-r)
- Machine Design**—Machine Design. \$10; single numbers \$1. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v18:i-r)
- Mag of Wall St**—Magazine of Wall Street and Business Analyst. \$10; single numbers 50c. bi-w Ticker Pub. Co, Inc. 90 Broad St, New York 4 (2v:Ap,O v78-79:i-s)  
Extra number, Manual of Magazine of Wall Street discontinued for duration of the war
- Management R**—Management Review. \$5; single numbers 50c. m American Management Association, 330 W 42d St, New York 18 (1v:Ja v35:i-s)  
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$3; single numbers 25c. m Manufacturers Record Publishing Co, 109 Market Place, Baltimore 3, Md. (1v:Ja v115:i-none)
- Marine Eng**—Marine Engineering and Shipping Review. \$3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v51:i-r)
- Mass Transportation**—Mass Transportation. \$2; single numbers 25c. m Kenfield-Davis Pub. Co, 608 S. Dearborn St, Chicago 5 (1v:Ja v42:i-s)
- Materials & Methods**—Materials and Methods. \$4; single numbers 50c. m Reinhold Pub. Corp, 330 W 42d St, New York 18 (2v:Ja,Jl v23-24:i-1)  
Formerly Metals and Alloys; name changed October, 1945
- Mech Eng**—Mechanical Engineering. \$6; single numbers 75c. m American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v68:i-r)
- Mech Handling**—Mechanical Handling. 14s; single numbers 1s m Louis Cassier Co, Ltd, Dorset House, Stamford St, London S.E. 1 (1v:Ja v33:i-1)
- Metal Finishing**—Metal Finishing. \$3; single numbers 35c. m Metal Industry Pub. Co, Inc, 11 W 42d St, New York 18 (1v:Ja v44:i-s)  
Formerly Metal Industry
- Metal Prog**—Metal Progress. \$5; single numbers \$1. m American Society for Metals, 7301 Euclid Av, Cleveland 3, O. (2v:Ja,Jl v49-50:i-s)
- Metals & Alloys**—Metals and Alloys. \$2; single numbers 25c. m Reinhold Pub. Corp, 330 W 42d St, New York 18 (2v:Ja,Jl v21-22:i-1)  
Name changed to Materials & Methods with October, 1945 number
- Min & Met**—Mining and Metallurgy. \$3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v27:i-1)  
Back numbers and special issues \$1
- Min Cong J**—Mining Congress Journal. \$3; single numbers 30c. m American Mining Congress, 309 Munsey Bldg, Washington 4, D.C. (1v:Ja v32:i-r)
- Mo Labor R**—Monthly Labor Review. \$3.50; single numbers 30c. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v62-63:i-1)  
Free to labor departments and bureaus and other offices connected with the administration of labor laws
- Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla
- Mod Packaging**—Modern Packaging. \$5; single numbers 50c. m Modern Packaging Corp, 122 E 42d St, New York 17 (1v:S v20:i-1)  
Indexing began September 1940, v 14 no 1
- Mod Plastics**—Modern Plastics. \$5; single numbers 50c. m Modern Plastics Inc, 122 E 42d St, New York 17 (1v:S v24:i-1)  
Formerly Plastic Products
- N A C A Bul**—N.A.C.A. Bulletin. \$10 s-m National Association of Cost Accountants, 385 Madison Av, New York 17 (1v:S v28:i-r)
- N E Water Works Assn J**—Journal of the New England Water Works Association. \$4; single numbers \$1.25. q New England Water Works Association, 609 Statler Bldg, Boston (1v:Mr v60:i-s)
- Nat City Bank**—National City Bank of New York. m 55 Wall St, New York (without v no; 1-none)
- Nat Pet N**—National Petroleum News. \$5; single numbers 20c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13, O. (1v:Ja v38:i-none)  
Monthly technical section beginning July 29, 1942, published separately as pt 2 of the regular issue with subtitle Refinery Management and Petroleum Chemical Technology thru August, 1946; name changed to Petroleum Processing, September, 1946
- Nat Res Council Bul**—National Research Council Bulletin. irr National Research Council, 1201 Constitution Av, Washington 25, D.C.  
Individual numbers variously priced. Price-list sent on request
- Nat Safety N**—National Safety News. \$6; single numbers 60c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago 6 (2v:Ja,Jl v53-54:i-r)
- Nat Underw**—National Underwriter. \$5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v50:i-none)
- Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. \$4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v50:i-none)
- New England Water Works Assn**. See N E Water Works Assn J
- N Y Pub Lib Bul**—New York Public Library. Bulletin. \$1; single numbers 10c. m New York Public Library, 5th Av & 42d St, New York 18 (1v:Ja v50:i-s)  
Bibliographies of interest to special libraries are indexed
- Oil & Gas J**—Oil and Gas Journal. \$3; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne St, Tulsa 1, Oklahoma (1v:My v45:i-r)
- Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. \$5; single numbers 25c. w Schnell Pub. Co, Inc, 59 John St, New York 7 (2v:Ja,Jl v149-150:i-r)
- Opt Soc Am J**—Journal of the Optical Society of America. \$7; single numbers 70c. m American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v36:i-s)
- Paint Oil & Chem R**—Paint, Oil and Chemical Review. \$3; single numbers 20c. bi-w Trade Review Co, 537 S Dearborn St, Chicago 5 (1v:Ja v109:i-none)
- Paper Ind**—Paper Industry and Paper World. \$2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago 5 (1v:Ap v28:i-1)
- Paper Tr J**—Paper Trade Journal. \$5; single numbers 15c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York 19 (2v:Ja,Jl v122-123:i-s)
- Personnel J**—Personnel Journal. \$5; single numbers 75c. m (except Jl and Ag) Personnel Research Federation, 60 E 42d St, New York (1v:My v25:i-s)
- Pet Eng**—Petroleum Engineer. \$2; single numbers 25c. m Petroleum Engineer Pub. Co, Irwin-Keasler Bldg, Dallas 1, Texas (1v:O v18:i-1)  
Extra number [Ref annual] published July 1
- Pet Processing**—Petroleum Processing. \$3; single numbers 35c. m National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13 (1v:S v11:i-none)  
Formerly monthly technical section of National Petroleum News



- Pet Refiner**—Petroleum Refiner. \$2; single numbers 35c. m Gulf Pub. Co, 3301 Buffalo Drive, Houston, Texas (1v:Ja v25;i-s)  
Began indexing with January, 1943 number
- Phys R**—The Physical Review, Second Series. \$15; single numbers \$1.50; m American Institute of Physics, Inc, 57 E 55th St, New York 22 (2v:Ja,Jl v69-70;i-s)  
Resumed semi-monthly publication January, 1947. Single copies \$1
- Power**—Power. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v90;i-r)  
Extra number published in Mid-December
- Power Pl Eng**—Power Plant Engineering. \$3 m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v50;i-s)
- Product Eng**—Product Engineering. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v17;i-r)
- Ptr Ink**—Printers' Ink. \$4; single numbers 20c. w Printers' Ink Pub. Co, Inc, 205 E 42d St, New York 17 (4v:Ja,Ap,Jl,O v214-217;i-none)
- Pub Health Rep**—Public Health Reports. \$4; single numbers 10c. w Superintendent of Documents, Washington 25, D.C. (1v:Ja v61;i-r)  
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.
- Pub Roads**—Public Roads. 50c; single numbers 15c. q Superintendent of Documents, Washington 25, D.C. (1v [12 nos] Jl v24 [44-46]; i-r)
- Pub Util**—Public Utilities Fortnightly. \$15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington 4, D.C. (2v:Ja,Jl v37-38;i-s)
- Pub Works**—Public Works Magazine. \$3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York 17 (1v:Ja v77;i-r)
- Pulp & Pa of Can**—Pulp and Paper Magazine of Canada. \$5; single numbers 50c. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v47;i-s)  
Extra convention number published in February
- RCA R**—RCA Review. \$2; single numbers 75c. q Radio Corporation of America, RCA Laboratories Division, Princeton, New Jersey (1v:Mr v7;i-s)  
Publication suspended with v 6, no 4 April 1942. Publication and indexing resumed v 7, no 1 March 1946
- R Econ Stat**—Review of Economic Statistics. \$5. q Harvard University Press, Cambridge 38, Mass. (1v:F v28;i-s)
- R Sci Instr**—Review of Scientific Instruments. \$5; single numbers 50c. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v17;i-s)  
\$3 to members of Scientific Societies
- Radio N**—Radio News. \$4; single numbers 35c. m Ziff-Davis Pub. Co, 185 N Wabash Av, Chicago 1 (2v:Ja,Jl v35-36;i-s)
- Rayon**—Rayon Textile Monthly. \$5; single numbers 60c. m Rayon Pub. Corp, 303 Fifth Av, New York 16 (1v:Ja v27;i-s)
- Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York 52
- Refrig Eng**—Refrigerating Engineering. \$3; single numbers 35c. m American Society of Refrigerating Engineers, 40 W 40th St, New York 18 (2v:Ja,Jl v51-52;i-s)
- Review of Economic Statistics**. See R Econ Stat
- Roads & Bridges**—Roads and Bridges. \$2; \$2.50 in U.S.; single numbers 25c; 30c in U.S. m Monetary Times Printing Co of Canada, Ltd, 341 Church St, Toronto 2, Ont. (1v:Ja v84;i-none)
- Roads & Sts**—Roads and Streets. \$3. m Gillette Pub. Co, 22 West Maple St, Chicago 10 (1v:Ja v89;i-r)
- Rock Prod**—Rock Products. \$2; single numbers 25c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6 (1v:Ja v49;i-none)
- Rough Notes**—Rough Notes. \$2; single numbers 20c. m Rough Notes Co, Inc, 1142 N Meridian St, Indianapolis 6, Ind. (1v:Ja v89;i-none)
- Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £4 13s; single numbers 7s 9d. m Royal Aeronautical Society, 4 Hamilton Place, Piccadilly, London, W. 1 (1v:Ja v50;i-s)
- Rs Mod Phys**—Reviews of Modern Physics. \$4; single numbers \$1.20. q American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v18;i-none)
- Rubber Age**—Rubber Age. \$3; single numbers 35c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York 19 (2v:Ap,O v59-60;i-s)
- Ry Age**—Railway Age. \$6; single numbers 50c. w Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (2v:Ja,Jl v120-121;i-r)  
Annual statistical and outlook number, January 5, price \$1  
Freight progress annual number, May 18, price \$1
- Ry Mech Eng**—Railway Mechanical Engineer with which is incorporated the Railway Electrical Engineer. \$3; single numbers 50c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v120;i-r)
- S A E J**—S.A.E. Journal. \$10; single numbers \$1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v54;i-r)
- Safety Eng**—Safety Engineering. \$3; single numbers 25c. m Alfred M. Best Co, Inc, 75 Fulton St, New York 7 (2v:Ja,Jl v91-92;i-s)
- Sales Management**—Sales Management. \$5; single numbers 25c. s-m Sales management, Inc, 386 4th Av, New York 16 (2v:Ja,Jl v56-57;i-none)  
Published semi-monthly except in May and November when it is published three times a month  
Survey of buying power, May 10 number, price \$1
- Sci Am**—Scientific American. \$4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York 18 (2v:Ja,Jl v174-175;i-s)
- Science**—Science. \$7.50; single numbers 25c. w American Association for the Advancement of Science, Lancaster, Pa. (2v:Ja,Jl v103-104;i-s)
- Sheet Metal Worker**—Sheet Metal Worker. \$3; single numbers 25c. m Edwin A. Scott Pub. Co, 45 W 45th St, New York 19 (1v:Ja v37;i-s)
- Soap & San Chem**—Soap and Sanitary Chemicals. \$3. m MacNair-Dorland Co, Inc, 254 W 31st St, New York 1 (1v:Ja v22)  
Annual index appears in Soap Blue Book which is sent to all subscribers
- Soc Chem Ind J**—Journal of the Society of Chemical Industry. £1 18s; single numbers 3s 6d m Society of Chemical Industry, 56 Victoria St, London, S.W. 1 (1v:Ja v65;i-r)  
Formerly two separately paged sections: Transactions and British Chemical Abstracts  
British Chemical and Physiological Abstracts published separate beginning January 1941
- Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v62;i-l)
- Soc for Advan of Management J**. See Advanced Management
- Soc Motion Picture Eng J**—Journal of the Society of Motion Picture Engineers. \$10; single numbers \$1.25. m Society of Motion Picture Engineers, Hotel Pennsylvania, New York 1 (2v:Ja,Jl v46-47;i-s)
- Society of Automotive Engineers Journal**. See S A E J
- Special Lib**—Special Libraries. \$7; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York 3 (1v:Ja v37;i-l)
- Spectator (Life ed)**—Spectator; Life Insurance in Action. \$5; single numbers 50c. m Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia 39 (1v:Jl v154;i-s)  
Extra number [Endorsement no] published in December
- Spectator (Property ed)**—Spectator; Property Insurance Review. \$2; single numbers 25c. bi-w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia 39 (1v:Jl v12;i-s)

**Stahl & Eisen**—Stahl und Eisen. Düsseldorf, Germany  
Indexing not yet regularly resumed

**Steel**—Steel. \$10; single numbers 35c. w Penton Pub. Co, Penton Bldg, Cleveland 13, O. (2v:Ja,Jl v118-119;i-r)

**Survey of Cur Bsns**—Survey of Current Business. U.S. Bureau of Foreign and Domestic Commerce, Division of Business Review. \$3; single numbers 25c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v26; i-none)

**Tech R**—Technology Review. \$3.50; single numbers 50c. m except (Ag, S, O) Massachusetts Institute of Technology, room 7-203, Cambridge 39, Mass. (1v:N v49;i-r)  
Indexing began November 1940, v 43 no 1

**Textile Col**—Textile Colorist and Converter. \$5. m Howes Pub. Co, 1 Madison Av, New York 10 (1v:Ja v68;i-s)

**Textile Inst J**—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v37;i-l)

**Textile World**—Textile World. \$2; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v96;i-r)

**Transactions of the American Society of Mechanical Engineers**. See **A S M E Trans**

**Trust Companies**. See **Trusts & Estates**

**Trusts & Estates**—Trusts and Estates. The Journal of Capital. \$5; single numbers 60c. m Fiduciary Publishers, Inc, 50 E 42d St, New York 17 (2v:Ja,Jl v82-83;i-s)  
Formerly Trust Companies

**U S Agric**—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.

Selected contributions on technical subjects are indexed

**U S Bur For & Dom Com Economic Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

**U S Bur Labor Statistics Bul**—United States Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

**U S Bur Mines Bul**—United States. Bureau of Mines, Bulletin. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Mines Information Circ**—United States. Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Mines Rep of Invest**—United States. Bureau of mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Mines Tech Pa**—United States. Bureau of mines. Technical Papers. U.S. Bureau of Mines, Washington, D.C.

**U S Geol S Bul**—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

For sale by Superintendent of Documents, Washington, D.C.

**U S Geol S Professional Pa**—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

For sale by Superintendent of Documents, Washington, D.C.

**U S Nat Advisory Com for Aeronautics**—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual reports.

26th and 27th annual reports, 1940 and 1941, not available during the war, are indexed in this number

**U S Nat Bur Stand**—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

**U S Women's Bur Bul**—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

**V D**—Zeitschrift des Vereines Deutscher Ingenieure. Berlin, Germany

Indexing not yet regularly resumed

**Water & Sewage**—Water and Sewage. \$2; \$2.50 in U.S.; single numbers 25c; 30c in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto 2, Ont. (1v:Ja v84;i-none)

**Water & Sewage Works**—Water & Sewage Works. \$2; single numbers 25c. m Gillette Pub. Co, 22 West Maple St, Chicago 10 (1v:Ja v93;i-l)

**Water Works & Sewerage**—Water Works & Sewerage. \$2; single numbers 25c. m Gillette Pub. Co, 330 S Wells St, Chicago 6 (1v:Ja v93;i-s)

Name changed to Water & Sewage Works, January 1946

**Waves and Electrons**. See **Inst Radio Eng Proc**

**Weekly Underw**—Weekly Underwriter. \$5; single numbers 25c. w Underwriter Printing and Publishing Co, 116 John St, New York 7 (2v:Ja,Jl v154-155;i-l)

**Welding J**—Welding Journal. \$5; single numbers 75c. October and December numbers \$1 ea. m American Welding Society, 33 W 39th St, New York 18 (1v:Ja v25;i-s)

**Western Soc E J**—Journal of the Western Society of Engineers. \$3; single numbers 75c. q Western Society of Engineers, 205 W Wacker Drive, Chicago 6 (1v:Mr v51;i-s)

**Wireless Eng**—Wireless Engineer. 32s; single numbers 2s 6d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v23;i-s)

Formerly Experimental Wireless and The Wireless Engineer

\* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.



## Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or trans- lation or translator
		v	volume

**Sample entry:** Budgeting to cut unit costs; Talon, incorporated. P. K. Poulton and P. H. Goldsmith. *Factory Management* 97:48-52+ O '39

**Explanation:** An article with the title given above will be found in *Factory Management*, volume 97, pages 48 to 52 (continued on later pages of the same issue) the October 1939 number

# Industrial Arts Index

## A Cumulative Subject Index to Engineering, Trade and Business Periodicals

1946

- A. and P.** See Great Atlantic and Pacific tea company
- A.B.C.** See American and British-Commonwealth association
- ABACA.** See Manila hemp
- ABALONES**  
Technique of inducing spawning in halibut *rufescens* Swainson. J. G. Carlisle, jr. Science 102:566 N 30 '45
- ABBOTT laboratories**  
Abbott laboratories medical care. Ind Med 15:sup38+ F '46  
Stock sold. Comm & Fin Chr 164:1077 Ag 26 '46  
Stocks for defensive investment. Mag of Wall St 79:86 O 26 '46  
Thumbnail stock appraisal. Mag of Wall St 78:20 Ap 13 '46
- ABBREVIATIONS**  
Abbreviations of generic names. C. E. Skinner. Science 104:62 Jl 19 '46  
Allen's dictionary of abbreviations and symbols. E. F. Allen. 183p Coward-McCann, 2 W. 45th st, New York '46
- ABERCROMBIE, J. S., company**  
New company buys capital stock of J. S. Abercrombie. Oil & Gas J 45:40 Je 1 '46
- ABERRATION, Chromatic and spherical.** See Achromatism; Lenses
- ABILITY**  
See also  
Creative ability
- ABILITY tests**  
Aptitude testing of Ford workers. F. A. Miller. Automotive & Aviation Ind 94:28-9+ My 1 '46  
Aptitude tests. G. C. Compton. Il Inland Ptr 117:39-42 My '46  
Aptitude tests aid placing of workers at Clearwater. Il Textile World 96:137+ O '46  
How aptitude tests can help select agency personnel. R. A. Stevens. Ptr Ink 216:36-7 S 13 '46  
How to use personnel tests. R. S. Schultz. Personnel J 25:94-9 S '46  
Inequalities in adult capacity; from military data. W. V. Bingham. bibliog Science 104:147-52 Ag 16 '46  
Joe and his foreman. J. E. Horrocks and J. R. Kinzer. Personnel J 25:135-3 O '46  
Pre-employment tests; Sonoco products co; abstract. J. A. Reagan. Textile World 96:198+ My '46  
Pre-planning a personnel selection program. W. V. Ronner. Factory Management 104:88-92 Ap '46  
Psycho-physical tests in driver selection. Bus Transportation 25:44-5 Ag '46  
Report of the subcommittee on employee selection tests. Am Gas Assn. Proc 1945:57-9  
Scientific matching of salesman and job produces good results; Minneapolis-Honeywell combines consideration of human qualities, pre-employment tests and a company-devised zone method of measurement. H. E. Green. Ptr Ink 213:17-19+ N 16 '45  
Selection of engineering personnel. F. Holli-day. Roy Aeronautical Soc J 50:240-61 bibliog (p261); Discussion. 262-74 Ap '46  
To test or not to test. L. Cohen. Personnel J 25:72-5 Je '46  
Would-be copy writers must take aptitude test; part of Cincinnati club's help for veterans. Ptr Ink 214:27 Mr 29 '46
- See also  
Personality tests
- ABITIBI power and paper company**  
Abitibi rides again. Fulp & Pa of Can 47:109-10+ My '46  
Fall and rise of Abitibi. Paper Tr J 122:46-7 My 16 '46
- ABRAMS, Frank W.**  
Abrams for Gallagher. por Fortune 33:175 Mr '46  
President of Standard of New Jersey. por (cover) Bsns W p8 Je 22 '46
- ABRASION**  
Abrasion resistance of paper and paperboard; TAPPI suggested method T 476 sm-46. Paper Tr J 123:47-8 Jl 11 '46  
High speed rain abrasion of glass cloth laminates. R. M. Robertson, R. J. Lobisser and R. E. Stein. Il diag Ind & Eng Chem 38:590-1 Je '46  
Wear-testing ceramic finishes; Taber abramer tests enamel, glaze, and glass surfaces. Il Cer Ind 47:72 S '46
- ABRASIVE wheels**  
Abrasive-wheel cutting of non-metallic materials; Abrasaw. Engineering 161:20 Ja 4 '46
- ABRASIVES**  
Abrasive belt grinding. Il diags Steel 119:78-81+ Jl 29; 128-30+ Ag 5 '46  
Abrasive output declines in 1944. Chem Ind 57:958-60 N '45  
Abrasives; technological advances in an essential industry. W. H. Waggaman and O. C. Ralston. bibliog Il Chem & Eng N 24:2612-15 O 10 '46  
Carborundum, one name for the family. Il Mod Packaging 19:120-3 Je '46  
Coated abrasives solve many reconversion metal-finishing problems. Il diag Mach 52:174-5 Je '46  
Effect of molybdenum and other oxides on surface tension of silicate melts and on properties of refractories and abrasives. C. R. Amberg. bibliog diag Am Cer Soc J 29:87-93 Ap 1 '46  
Grinding, surfacing and stock removal by wet belt machining. W. F. Schleicher. Il Steel 119:94-5+ Jl 8 '46  
Maintaining conveyors exposed to abrasive dust. C. W. Daniels. Il diag Factory Management 103:134-5 D '45  
Pointers on abrasive points. W. S. Hallowell and W. S. Hemsley. diags Am Mach 89:106-9 D 20 '45  
Production processes; their influence on design; abrasive belt machining. R. W. Bolz. Il Machine Design 18:93-6 O '46  
Resistance of plastics to abrasive particles. M. E. Marks and P. Conrad. Il diags Mod Plastics 23:165-8+ Mr '46



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Wet-belt machining. W. F. Schleicher. *Il Iron Age* 157:52-5 F 28 '46

See also

Pulpstones  
Fumice

**ABSENTEEISM (labor)**

Absenteeism and turnover; how North Star controls them. R. E. Hibbs. *Il Textile World* 96:153+ S '46

Age factor in disabling morbidity, 1940-44; experience of the Boston Edison company. W. M. Gafafer. *Pub Health Rep* 60:1447-62 D 7 '45

Rates of absenteeism and turnover in personnel in relation to employees' work attitudes. K. Brodman. *Ind Med* 14:953-7 D '45

Sickness absenteeism among industrial workers, third and fourth quarters of 1945. W. M. Gafafer. *Pub Health Rep* 61:1095-9 JI 26 '46

Study of handicaps in industry. S. G. Ohlhausen. *Ind Med* 15:105-9 F '46

Why do workers stay away? E. W. Noland. *Factory Management* 104:131-2 Ja '46

**ABSOLUTE bel (term)**

Absolute bels. F. S. G. Scott. *diags Wireless Eng* 23:132-9 My '46

**ABSOLUTE zero**

Logarithmic temperature scale. M. B. Donald. *bibliog Chem & Ind* p342 S 14 '46

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Morgan method of soil testing; use of the Spekter absorptiometer for estimating phosphate. J. Tinsley and N. H. Pizer. *bibliog Soc Chem Ind J* 65:208-11 JI '46

Setting a new lamp in the Spekter photo-electric absorptiometer. N. H. Pizer. *Chem & Ind* p5 Ja 5 '46

Simple photo-electric absorptiometer. H. R. Clayton and B. A. Scott. *bibliog il diags Soc Chem Ind J* 65:97-101 Ap '46

**ABSORPTION**

Absorption and humidification. H. C. Carlson. *bibliog Ind & Eng Chem* 38:14-15+ Ja '46

Method for the micro-determination of the sorption of fumigants. F. P. W. Winteringham. *bibliog diags Soc Chem Ind J* 65:48-51 F '46

Statistical mechanics of multimolecular adsorption; localized and mobile adsorption and absorption. T. L. Hill. *J Chem Phys* 14:441-53 JI '46

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Silica gel

**ABSORPTION apparatus**

Absorber pressure increase of 200 lb. reduces repressuring horsepower 37%. H. N. Wade. *diag Oil & Gas J* 44:120+ Ap 20 '46; Same. *Pet Eng (Ref annual)* 17:235+ JI 1 '46; Same. *Pet Refiner* 25:32-6 My '46

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Bank accounting	Invoices
Billing	Mine accounting
Cash accounting	Municipal accounting
Cost accounting	Obsolescence
Depreciation	Overhead expense
Farm accounting	Profit and loss statements
Financial statements	Punched card system
Forms and blanks, Business	Reserves
Foundry accounting	Vouchers
Government accounting	
also subdivision of special subjects, e.g.	Accounting under special
Airports	Packing industry
Chemical industries	Paint industry and trade
Coal mines and mining	Partnership
Colleges and universities	Payrolls
Corporations	Petroleum engineering
Department stores	Petroleum industry and trade
Electric utilities	Public utilities
Engineering	Railroads
Factories	Securities
Gas, Natural	Steamboat lines
Gas companies	Stock purchase options
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Adams' ribs aren't missing; Sam Adams fabricates metals, plastics and other materials into tricks. E. J. Tangerman. il diags Am Mach 90:106-9 Ag 15 '46

**ADAPTATION, Visual.** See Eye—Accommodation and refraction

**ADDING machines**

Man-building policies that will gird Victor for hot competition. A. F. Bakewell. il Sales Management 56:94+ My 20 '46

War training technique turns out order-getting salesmen quickly; Victor uses sound slide films, manuals, and questionnaires. P. J. Schutt. il Sales Management 55:69+ D 15 '45

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Accessory functions of adhesives. F. C. Campins. Mod Packaging 19:148-50 O '45; Same cond. Paper Ind 27:1420+ D '45; Discussion. Mod Packaging 19:150-1 O '45

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See also

Binding materials      Muclage  
Glue                      Paste

**Manufacture**

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## Water resistance

- Accessory functions of adhesives, F. C. Campins. *Mod Packaging* 19:148-50 O '45;  
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## See also

Management

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- Case study in international organization. M. Katz. *Harvard Bsns R* 25 no 1:1-20 [O] '46

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## See also

- |                             |                              |
|-----------------------------|------------------------------|
| Agricultural administration | Public health administration |
| Bureaucracy                 | Public officers              |
| Highway administration      | Tax administration           |

## ADMINISTRATION of estates. See Executors and administrators

## ADMINISTRATIVE procedure act, 1946

- Administrative procedure act; editorial. *Comm & Fin Chr* 164:607-1 Ag 1 '46  
Administrative procedure act; text of legislation enacted by Congress to regulate and curb judicial powers of government agencies. *Comm & Fin Chr* 164:619-1 Ag 1 '46  
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Why did federal commissions adopt new rules? changes required by Administrative procedure act. A. Haines. *Pub Util* 38:593-601 N 7 '46

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No admiralty jurisdiction over land carriage after ocean trip. *East Underw* 47:34 Ap 12 '46  
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*See also*

Absorption  
Chromatographic analysis

**ADSORPTION, Heat of**

- Electrical sorption balance and calorimeter, S. J. Gregg, *diags Chem Soc J* p563-7 Jl '46
- Moisture relationships of jute; adsorption isotherm and heat of wetting, W. G. Macmillan and others, *bibliog Textile Inst J* 37:T13-24 F '46

**ADSORPTION apparatus**

- Adsorption apparatus without stopcocks for use with hydrocarbon gases, C. B. Wendell, Jr. and G. L. Cabot, *bibliog diags Ind & Eng Chem Anal ed* 18:454-6 Jl '46
- Electrical sorption balance, S. J. Gregg, *diag Chem Soc J* p561-2 Jl '46
- Electrical sorption balance and calorimeter, S. J. Gregg, *diags Chem Soc J* p563-7 Jl '46
- Equipment advances 1944-45; adsorption, C. L. Mantell, *Chem Ind* 57:850-1 N '45
- Fullers earth as a binder for catalysts and adsorbents; Florigel, R. G. Capell and others, *bibliog il Pet Refiner* 25:117-19 F '46
- Improved adsorption vessel, R. B. Anderson, *diag Ind & Eng Chem Anal ed* 18:156 F '46
- Packaged type dehydration plants, H. F. Dawe, *flow diag il diags Pet Eng* 17:119-22 Mr '46

**ADVERTISEMENTS**

- Armstrong ads by Hawley, *il Ind Marketing* 31:113-14+ Ja '46

Copy that clicked; True magazine Christmas ad, R. Manville, *il Ptr Ink* 216:46 Jl 26 '46

How to win sales support and influence buyers! advertisement of Black & Decker, makers of portable electric tools tells why it pays to buy thru distributors, L. R. O'Neill, *Ptr Ink* 216:44-5 Ag 16 '46

16-page ad and reprints solve catalog problem; Lionel ad in Liberty, E. M. Housman, *il Ptr Ink* 217:56+ N 8 '46

There'll always be a letter-writer to criticize your advertisements, T. H. Thompson, *Sales Management* 55:147 D 15 '45

Wartime advertising awards, *il Adv & Sell* 39:41-72 Ja '46

*See also*

Match books

**Books and booklets**

- American Cyanamid looks to the future by promoting chemical research; booklet on melamine, H. Peck, *il Ind Marketing* 30:78+ O '46
- Booklet continues to pull after 20 years; Story of Bunny Esmond, *Ptr Ink* 214:76 F 22 '46
- Books, a new kind of public relations advertising, D. L. Parsons, *il Ptr Ink* 214:26-8 Mr 1 '46
- Co-ordinated campaign for new product; case history of Thompson subform grinders, E. H. Mook, *il Ptr Ink* 215:42-3+ Ap 26 '46
- Department store describes Dayton's prospects in booklets for suppliers, *Ptr Ink* 214:36 F 8 '46
- Fifty facts booklet pulls 7,000 inquiries; Perfection tool & metal heat treating co. *Sales Management* 57:81 Ag 1 '46
- How to kindle a spark in the eye of a home furnishings buyer, E. J. Siesel, *il Sales Management* 56:147+ F 15 '46
- Industrial companies find war reports are excellent sales promotion devices, *Ind Marketing* 31:76 O '46
- Investors' primer simplifies financial terms, *Sales Management* 56:86 Mr 1 '46
- Offers library service on promotion pieces; Davis, Delaney, New York printers, *Sales Management* 57:112 Ag 1 '46
- Public selects cover and title for promotion piece; Glidden company consumer book on color in the home, R. C. Shaw, *Ptr Ink* 217:44-5 N 8 '46
- Single book accomplishes a three-fold purpose; Uxbridge worsted co. *il Ptr Ink* 213:44+ D 28 '45
- Three varieties of industry war record; U.S. Steel, Shell Oil and Du Pont show high effectiveness, *il Ptr Ink* 215:69 Ap 5 '46
- Westinghouse takes the blue out of blue Monday; Reference handbook on modern home laundering, *Sales Management* 56:136 Ja 15 '46

**Christmas cards**

- You'll be talked about after Christmas; originality of your Christmas card, A. Izzard, *il Ind Marketing* 30:68+ O '45

**Cookbooks and recipes**

- Thrice-a-week ads sell single product; monthly ads show relationship of several; recipes build new demand for foods, D. Markstein, *il Ptr Ink* 216:39 Jl 26 '46

**Coupons**

- Combination offers, *il Ptr Ink* 215:42-3 My 3 '46
- Copy that clicked; advertisement of book "Houses for homemakers," R. Manville, *il Ptr Ink* 214:29 F 8 '46
- Copy that clicked; United States envelope company, new fastener, R. Manville, *il Ptr Ink* 215:47 My 31 '46
- How to use coupons in a sampling campaign; distribution through newspapers, R. Collier, *il Ptr Ink* 215:38-9+ Je 14 '46
- Planned economies reduce cost of handling inquiries; Mullins manufacturing co. M. Adams, *il Ptr Ink* 216:38 Jl 26 '46
- Selecting the premium plan, *il Ptr Ink* 215:48+ Je 21 '46
- Testing and measuring industrial advertising factors through inquiries, W. H. Green, *Ptr Ink* 214:52+ Mr 29 '46

## ADVERTISEMENTS—Coupons—Continued

To charge, or not to charge, for samples.  
Ptr Ink 216:56+ S 6 '46

## Design

Gadgets help small-space advertiser tell big story. C. J. Swan. 11 Ptr Ink 217:44-5 O 11 '46

New package design can be used in other promotion; symbols and pattern for sportswear package appear in labels, price tags and stationery. C. J. Swan. 11 Ptr Ink 216:36-7 JI 19 '46

## Headlines

See Advertising copy—Headlines

## Layout

Gallery: white-space salesman, John Philip Cunningham. J. G. Schneider. Adv & Sell 38:150+ N '46

Time-saving way to gauge type area; 1½ inches equals 25 characters. C. Sinatra. diags Ptr Ink 213:28-9 N 30 '46

## Position

Right-hand page near front preferred! E. J. Cunningham. Ptr Ink 215:44-5 My 3 '46

## Rating

Copy Chasers' selection of NIAA panel winners suggest ideas to ad men. 11 Ind Marketing 31:81-2+ Ag '46

O.K. as inserted; by the Copy Chasers; tenth anniversary. Ind Marketing 31:91-2+ S '46  
This formula keeps client criticism of ads within bounds; measuring stick for evaluating advertisements. W. D. Lindsay. Ptr Ink 214:28 Mr 15 '46

Were you there, Mr. Sawyer? before you indict the Penalty of leadership as corn, you should know what prompted it. J. Cleary. Ptr Ink 213:46+ D 7 '46

## Readership

Ads top news stories in teen-age readership; study by Minneapolis star. L. E. Borg. Adv & Sell 39:53+ O '46

Advertising research foundation's continuing study of newspaper readings; abstract. H. J. Benner. Ptr Ink 215:62 Je 7 '46

High readership doesn't necessarily mean high sales or inquiries; Wickwire Spencer case study. R. Manville. 11 Ptr Ink 215:33-5 Ap 19 '46

How a copy pattern will strengthen their readership. W. T. Laing. 11 Ptr Ink 216:46-9 S 27 '46

How an ad's sales power compares with its readership. D. Starch. Adv & Sell 39:48+ JI '46

Leading ads in Wisconsin survey join Foundation's best-read groups. Ptr Ink 214:120 Mr 22 '46

O.K. as inserted; by the Copy Chasers; tenth anniversary; comments on readership studies. Ind Marketing 31:91-2+ S; 105-6 O '46

Popular advertising formula; but isn't it too pat? comic strip technique and readership report. M. Ancker. 11 Ptr Ink 215:33-4 My 24 '46

Readership survey shows bad shooting; both ads and editorial matter miss their actual target. G. Gladfelder. 11 Ptr Ink 214:27-8 Ja 11 '46

Six ways to obtain readership for industrial advertising. B. E. Sawyer. Ptr Ink 215:29-30 Ap 5 '46

Teen-agers' ad readership matches adults'; Minneapolis star-Journal finds. Ptr Ink 216:104 JI 19 '46

Utica paper's Sunday ad readership beats previous medians of 94 dailies. Ptr Ink 214:108 Mr 8 '46

What makes newspaper ads pull? how they can gain more readership at no extra cost. A. B. Stanford. Adv & Sell 39:41-2+ S '46  
Why readership of ads has increased 24%. D. Starch. Adv & Sell 39:47+ Ag '46

## Repetition

Don't abandon sales themes just because they bore you! Sales Management 57:80 O 1 '46  
How to make small-space ads do a large size job. C. J. Swan. 11 Ptr Ink 217:40-1 O 4 '46

## Reprints

Multiple use of ad plates in a major sales campaign; Edward valve & mfg. company. W. A. Marsteller. 11 Ind Marketing 30:50+ N '45  
Reprint economies for today's production problems; photographic processes. H. C. Latimer. Ptr Ink 216:48+ JI 26 '46

## Size

See also  
Advertisements,  
Small space

## Testing

Index of advertising effectiveness. F. T. Schreier and A. J. Wood. Ptr Ink 215:39-40 My 17 '46

Researching director looks at copy testing. Adv & Sell 39:52+ F '46

Test of 5 appeals shows how logic pulls in headlines; National radio institute. W. Weintz. 11 Ptr Ink 216:36-7 JI 5 '46

Testing and measuring industrial advertising factors through inquiries. W. H. Green. Ptr Ink 214:52+ Mr 29 '46

See also  
Advertisements—  
Readership

## Typography

Copywriter in utopia. G. J. Church. Inland Ptr 116:40 Mr '46

Hand-lettering, a pearl or a prize-package? A. R. Hopper. 11 Ind Marketing 31:49+ Ja '46

Initials; their use and misuse. J. M. Secrest. 11 Ptr Ink 217:54-5 O 13 '46

Jigsawed typography. Ptr Ink 215:107 Ap 12 '46

New printing methods will mean better advertising. J. M. Secrest. Ptr Ink 216:112+ S 6 '46

That logotype bugaboo. R. S. Durstine. Adv & Sell 39:34 Mr '46

Using type to recapture spirit of the gay nineties. J. M. Secrest. 11 Ptr Ink 216:34-5 Ag 9 '46

## ADVERTISEMENTS, Classified

## Want ads

Ad seeking honesty challenges auto industry; honest car dealer wanted. M. Rapp. Ptr Ink 215:73 Je 28 '46

Desperate housing shortage reflected by classifieds. W. R. Bruner. Ptr Ink 213:66 D 7 '45

Even a good ad can't close the sale; more on house hunting through the classifieds. M. Worthington. Ptr Ink 213:152+ D 14 '45

## ADVERTISEMENTS, Humorous

Don't shout at women; humor them. B. Kidd. 11 Adv & Sell 39:62+ Mr '46

Gwolphs, Martians, Thinkins in Casco's new campaign debunk atomic age craze; Casco products. 11 Ptr Ink 213:20 N 30 '45

Humor's place in advertising. S. Garfield. Adv & Sell 39:76 S '46

## ADVERTISEMENTS, Pictorial

Kissing is a business; romantic antics in our national ads. F. J. Ostler. 11 Adv & Sell 38:50+ D '45

Union Oil ads animate industrial research. 11 Ind Marketing 30:35+ O '45

See also  
Advertising art  
Advertising characters  
Posters

## Animal pictures

Animals invade container ads successfully; General box company of Chicago. 11 Ind Marketing 30:47+ D '45

## Cartoons

Cartoon mailing softens buyers for salesman's calls. C. A. Lipman. 11 Ptr Ink 213:26 D 14 '46

Cartoon strips rate high in readership study no. 93. Ptr Ink 214:94 Ja 4 '46

Cartoon touch in bank ads. Banking 38:29 My '46

G.I. cartoonist helps banks tell home loan story to veterans. 11 Ptr Ink 215:99 Ap 12 '46



# ADVERTISEMENTS, Pictorial — Cartoons —

*Continued*

- Nothing rolls like a ball! New Departure's famous cartoon campaign. *il Ind Marketing* 31:36-7+ Je '46
- Ones that got away; some Leonard Lionni rejected cartoons. D. W. Koppes. *il Adv & Sell* 38:52+ N '45
- Readers write the ads in this cartoon contest. *Ptr Ink* 216:38-9 J1 19 '46
- Why Arturus cartoon ads appeal to West Coast forging buyers. *il Ind Marketing* 31:43 Mr '46

## Comic strip

- Comics are a serious business. N. R. Abelson. *Adv & Sell* 39:41-2+ J1; 80+ Ag '46
- Popular advertising formula; but isn't it too pat? comic strip technique and readership report. M. Ancker. *il Ptr Ink* 215:33-4 My 24 '46

## Dog pictures

- Dog pictures in advertising. *Adv & Sell* 38:62 D '45

## Exhibitions

- Art directors show 1946. C. Coiner. *il Adv & Sell* 39:46-7 My '46
- Awards by Art directors club of Chicago. *il Ptr Ink* 215:38-9 My 10 '46
- N.Y. art directors name 293 contest winners. *Ptr Ink* 214:100 Mr 29 '46
- West Coast art group holds first exhibition. *il Ptr Ink* 214:32-3 Mr 15 '46
- Winning advertising art at Art directors club of New York exhibit. *Ptr Ink* 215:26-7 Ap 5 '46

## Paintings

- Making an advertising illustration; book research, study and analysis for Continental Distilling advertisement. *il Ptr Ink* 215:47-9 My 17 '46
- Pepsi contest winners provide calendar art. *il Ptr Ink* 213:46 N 23 '45
- Then-and-now theme gains attention for ads; historically correct paintings of century-old customs feature copy for Nescafé. *il Ptr Ink* 215:45 Je 21 '46

## Photographs

- Beauty and the slick chick; real, happy, attractive woman and your product. J. Ecclesine. *Adv & Sell* 39:58 Je '46
- Dramatically lighted color photography features Canadian ad campaign; Gordon MacKay & co. G. D. Johnstone. *Ptr Ink* 215:66+ Je 7 '46
- For better industrial photography; don't take pictures, think them. K. Hedrich. *il Ind Marketing* 31:40-2 Ag '46
- Know how to be your own photographer? F. B. Koss. *il Ind Marketing* 31:34-5+ Ap '46
- Slicing art costs by cutting up your products for the art specialist; Robert H. Kimes' Cutaway engineers. E. H. Mook. *il Ind Marketing* 31:53 My '46
- Why must copy and layout come before art? W. Engel. *il Ptr Ink* 216:33-5 S 13 '46; Discussion. B. Segal. 217:92 O 4 '46

## Portraits

- Portraits of an industry. *Chem Age* (Lond) 55:540-1 N 2 '46

## Santa Claus

- Hands off Santa Claus. W. R. Simpson. *Ptr Ink* 213:117 D 21 '45

# ADVERTISEMENTS, Small space

- Bank uses small space effectively. *il Ptr Ink* 214:30 F 15 '46
- 14 rules assure success of new small-space advertiser; Norcross greeting cards. *il Ptr Ink* 217:49 O 18 '46
- Gadgets help small-space advertiser tell big story. C. J. Swan. *il Ptr Ink* 217:44-5 O 11 '46
- How to make small-space ads do a large size job. C. J. Swan. *il Ptr Ink* 217:40-1 O 4 '46
- Small newspaper ads prove powerful. *Ptr Ink* 216:42 Ag 30 '46
- 39 check points for small-space advertisers. C. J. Swan. *Ptr Ink* 216:33-5 S 27 '46

# ADVERTISERS

- Advertisers have big good-will opportunity as consumers mobilize; product standards and labeling. H. E. Green. *Ptr Ink* 214:49+ F 22 '46
- Copy Chasers honored these companies more than once in 10 years. *Ind Marketing* 31:92 S '46
- How advertisers are helping consumers in their buying; report on the current status of the consumer movement. H. E. Green. *Ptr Ink* 214:21-2+ F 15 '46
- If you were appointed czar of advertising, where would you start a reform movement; with the advertiser, agency or publisher? Printers' Ink jury of marketing. *Ptr Ink* 214:26-7 F 15 '46
- New network advertisers since 1939; more than 300 advertisers featuring new products not previously on the nets during nine years (1931-39). B. W. Lyndon. *Ptr Ink* 214:43-4+ F 1 '46
- Printers' Ink jury of marketing opinion says: responsibility for bad advertising rests with the advertiser. *Ptr Ink* 214:21-3 F 8 '46

# ADVERTISING

- Advertising and public relations. P. B. West. *Ind Marketing* 30:39+ D '45
- Advertising changes since 1941. H. B. West. *Adv & Sell* 39:43+ S '46
- A.F.A. convention ok's big campaign to sell advertising. *il Sales Management* 56:133-4 Je 15 '46
- Advertising man discovers the wheelbarrow. K. Groesbeck. *Ptr Ink* 213:41 N 23 '45
- Advertising raises its already high fact content, says consumer relations report. *Ptr Ink* 214:39+ Ja 4 '46
- Advertising volume for 1946? L. D. H. Weld. *Ptr Ink* 213:21-3 D 14 '45
- A.N.A. wrestles with four major problems confronting advertising. *Sales Management* 57:130+ O 15 '46
- Design protection can be a stimulus to advertising. B. Breen. *Adv & Sell* 38:56+ N '45
- Distribution; challenge to advertising. A. Weatherhead, jr. *Ind Marketing* 31:39+ Ag '46
- Does advertising need a rash of new talent? J. Thompson. *Adv & Sell* 38:45+ N '45
- Don't blame advertising, blame some advertisers. W. S. Townsend. *il Ptr Ink* 217:34-6 N 1 '46
- Final word on that book. A. R. Tofte; M. Abbott. *Adv & Sell* 39:62 O '46
- Four plank platform to improve advertising. F. R. Gamble. *Adv & Sell* 39:51-2+ Ap '46
- GM cancels \$5,000,000 worth of ads; many media, agencies, printers affected. H. L. Stephen. *Ptr Ink* 213:55+ D 7 '45
- How advertising trends will affect printing and publishing. P. B. Andrews. *Ptr Ink* 217:79-80+ J1 12 '46
- Industry and public opinion. J. R. York. *Am Pet Inst Proc* 25(1):92-8 '45
- Just not quite enough. N. LeValley. *Adv & Sell* 39:68 Ap '46
- Media advertising, distribution to rise despite paper, labor, equipment deficit. T. M. Jones. *Ptr Ink* 213:51+ D 28 '45
- Memo to a swordsman stalking an advertising budget. *Sales Management* 57:117-18 Ag 15 '46
- 1946 will be a big year for advertising printing. D. Craig. *Inland Ptr* 116:53 D '45-Ja '46
- Period pieces from an ad man's album; advertisements in Saturday evening post of Jan. 9, 1926. J. J. McCarthy. *il Adv & Sell* 39:58+ F '46
- Power of reality in advertising; real-life situations as basic topics. R. E. M. Morris. *Adv & Sell* 38:33-4+ N '45
- There is something terribly wrong with advertising. H. K. Reynolds. *il Ptr Ink* 216:33-5+ J1 5 '46
- Third horseman; power of advertising to tell America real facts about threatening famine abroad. K. G. Keen, jr. *Ptr Ink* 214:140 Mr 29 '46
- This is the silly season in advertising; advertising men must draw on their knowledge of fundamentals instead of shifting statistics. M. Campbell. *Ptr Ink* 213:52+ D 14 '45

**ADVERTISING—Continued**

Three major services of newspaper advertising. J. O. Adler. Adv & Sell 39:120d+ My '46

What advertising learned from the war. J. W. Young. Adv & Sell 39:34 Ja '46

What can you say in advertising if you have nothing to sell? five rules for small manufacturers. *il* Sales Management 57:123 N 1 '46

What is advertising? C. R. Hogen. Adv & Sell 39:78+ J1 '46

What reference books should admen have? personalized system of information. J. A. Murphy. Adv & Sell 39:102+ F '46

What's the outlook for advertising in 1946 and future years? L. M. Krautter. *Ind Marketing* 31:28+ Ja '46

Why advertising is here to stay. C. Pemberton. *Ptr Ink* 213:150 N 30 '45

**See also**

Advertisements  
Advertising agencies and other headings beginning Advertising  
Airships in advertising  
Bank advertising  
Catalogs  
Color in advertising  
Employment systems—Advertising aids  
Exhibits  
Follow-up systems  
Government advertising  
House organs

Merchandizing  
Moving pictures in advertising  
Municipal advertising  
Premiums (merchandizing)  
Publicity  
Radio advertising  
Recruiting campaigns  
Safety advertising  
Sales letters  
Show windows  
Television advertising  
Welcome wagon service company

also subdivision special subjects, e.g.

Airports  
Brewing industry  
Building trades  
Department stores  
Food, Frozen  
Gas industry  
Hats  
Insurance  
Insurance, Life  
Insurance agents  
Insurance companies  
Lubricating oil industry

Advertising under special

Mail order business  
Medicines, Proprietary  
Motor bus lines  
Newspapers  
Oil companies  
Publishers  
Railroads  
Real estate business  
Retail trade  
Technical products  
Trade marks  
Trust companies

**Architects, Appeal to**

Mail order can build national distribution even for ironwork; Hinderer iron works caters to architects who influence purchases of consumers. D. Markstein. *Ptr Ink* 216:50 Ag 2 '46

**Children, Appeal to**

Children's clubs are potent sales makers; 11 fundamentals. *il* *Ptr Ink* 217:52-3 O 18 '46

Timburi Tim is star salesman for Acrobat shoes for children. *il* *Sales Management* 57:136+ S 15 '46

**See also**

Advertising—Schools, Appeal to

**Continuity**

Sleepers: an argument for advertising continuity! four drug stores quickly round up 149 items no longer called for, in Printers' Ink investigation. V. J. Dallaire. *il* *Ptr Ink* 214:23-4 Ja 18 '46; Reply. O. Kleppner. 214:43 F 15 '46

Too many orders? advertise! O. S. Tyson. *Ptr Ink* 216:46 J1 19 '46

**Cost**

Cost-per-reader formula found for newspaper ads. *Ptr Ink* 215:111 Je 21 '46

How an ad's sales power compares with its readership. D. Starch. Adv & Sell 39:48+ J1 '46

Rising costs won't inflate ad appropriations; P.I. jury reports. V. J. Dallaire. *Ptr Ink* 217:35-8+ O 4 '46

What is the real cost of Spam advertising? H. H. Haupt. Adv & Sell 39:57-8+ J1 '46

**Dealer cooperation**

Coordinates local with national ads; Pan-American coffee bureau's booklet. *Ptr Ink* 215:86 Je 14 '46

How to merchandise a consumer ad; Pepperell sheets. *il* *Ptr Ink* 216:78+ S 6 '46

How to talk to dealers about radio advertising. T. Cox, Jr. *Sales Management* 57:103-4 Ag 15 '46

In merchandising your advertising story to dealers, localize it! more sales and windows for Bauer & Black. H. E. Green. *Ptr Ink* 213:21-2 N 30 '45

Lumber dealers spend own money on this idea column for farmers. L. A. Castell. *Sales Management* 56:115-16+ Je 15 '46

Spot radio campaign gets cooperation of dealers; Esso wants rest rooms clean; spot radio plug was dealer premium. *Ptr Ink* 217:37 N 1 '46

Steps up its merchandising of advertising to dealers; National biscuit co. *Ptr Ink* 215:88+ My 10 '46

To charge, or not to charge, for samples. *Ptr Ink* 216:56+ S 6 '46

**Dealer helps**

Continuous point-of-sale program follows survey of dealer wants; retailers ordered \$400,000 worth of sales kits from Landers, Frary & Clark in three weeks. *il* *Ptr Ink* 215:43-9 Ap 19 '46

Devoe & Reynolds has time-saving mart service. *il* *Ptr Ink* 214:23 Mr 15 '46

Gorham finds a way to help hum-haw customers reach buying decisions. *Sales Management* 56:122+ Ap 15 '46

How Esso builds dealer interest in calendars. *il* *Sales Management* 56:93-4 Ap 1 '46

How to cut waste in dealer displays. N. J. Leigh. *il* Adv & Sell 39:36+ F; 52+ Mr '46

How to improve your dealer-help advertising. M. I. Bevans. Adv & Sell 39:82+ F '46

One-man ad department creates ads, paints signs, designs stores; Robert Orr & co., wholesale grocer, Nashville. *il* *Ptr Ink* 215:71 Je 21 '46

Should retailers pay for dealer helps? how much? C. J. Swan. *il* *Ptr Ink* 216:32-4 Ag 30 '46

This plan avoids waste of point-of-sale materials; dealer helps tailored to communities of specific size; Vess beverage co. B. R. Merrill. *il* *Ptr Ink* 217:50-1 O 25 '46

**Dealers, Appeal to**

Association campaign to create new uses for its product; advertising ice to promote vegetable display idea. E. M. Housman. *il* *Ptr Ink* 214:23-30 F 15 '46

Bauer & Black campaign rides tide of wartime interest in first aid. C. K. Perkins. *il* *Sales Management* 56:41-4 Mr 15 '46

Dealer direct-mail campaign brings increased service business; Pontiac motor division of General Motors. *il* *Ptr Ink* 214:36+ Ja 25 '46

Direct mail to dealers that says, it's back. *il* *Ptr Ink* 213:124 D 7 '45

Druggists urged to push radio-advertised products; Miles laboratories mailing goes to 50,000 retailers. *il* *Ptr Ink* 215:43 My 31 '46

How advertisers tell dealers about national campaigns; points to stress, others to soft-pedal. *il* *Ptr Ink* 215:115-16+ My 3 '46

Persuaded to try a business paper, company is now a national advertiser; Lombardy's hard-hitting trade messages. E. M. Housman. *il* *Ptr Ink* 214:74+ Ja 4 '46

Reconverting distributors by direct mail. W. D. Molitor. *Ind Marketing* 30:43+ N '45

75% return from dealer mail questionnaire helps style item; paves way for buying guide covering nine questions about WEB-affected outercoats. C. A. Lipman. *il* *Ptr Ink* 214:64+ Ja 4 '46

**Dentists, Appeal to**

Keeping customers sold when you can't deliver; Ritter company, Rochester, N.Y. A. G. Scheible. *il* *Ptr Ink* 214:25-6+ Ja 25 '46

**Designers, Appeal to**

Case histories of business-paper advertising campaigns; selling product designers ideas and services; Corning Glass. *il* *Ptr Ink* 215:46 My 17 '46



## ADVERTISING—Continued

## Economic aspects

Advertising and its place in tomorrow's world trade. E. E. Schnellbacher. Adv & Sell 39: 68+ My '46  
 Age of confidence. P. B. West. Adv & Sell 38:113 N '46  
 Mr Ernst doesn't like the ad business; reply to Ben Laitin. M. Ernst. Adv & Sell 39: 36+ Mr '46  
 Open letter to Morris Ernst. B. S. Laitin. Adv & Sell 39:116+ Ja '46  
 They laughed when I sat down, but I learned how to explain advertising to top management. S. Hopper. Adv & Sell 39:42 O '46

## Employees, Appeal to

General Motors advertising creates goodwill among employees at Moraine Products. Il Ind Marketing 31:26-7+ Ja '46  
 How plant-city ads can build loyalty in newly acquired mills. Ptr Ink 215:145 Ap 26 '46  
 If employee advertising will work in wartime; why not now. H. Hartogensis. Il Ptr Ink 214:46-6+ Mr 1 '46  
 Plant community advertising can increase production; obtain better labor, lower turnover. F. Rudge. Ptr Ink 215:33-5 Je 7 '46  
 Printed promotional pieces now being used to solve problem of obtaining and keeping employees; Whiting corporation, Harvey, Illinois. Inland Ptr 118:31 N '46  
 Republic Steel talks to workers about their company, their jobs, their future. C. W. Ruth. Sales Management 67:44-6 Ag 15 '46  
 Reynolds Metals tells what it is doing to fill pay envelopes in Louisville; public relations series directed to employees and the community. D. P. Reynolds. Il Ind Marketing 31:50+ F '46  
 Seven-point formula for enlisting employee support; General Mills seeks workers' participation in institutional campaign. H. E. Green. Il Ptr Ink 214:30-1 Ja 25 '46  
 Single book accomplishes a three-fold purpose; Uxbridge worsted co. Il Ptr Ink 213: 44+ D 28 '46  
 Story of a strike told in excerpts from the company's advertising. Adv & Sell 39:53-4 F '46  
 What the advertising manager can do to help employe relations. L. H. Hill. Il Ind Marketing 31:31-2+ My '46

## Engineers, Appeal to

Engineer analyzes industrial advertising. H. S. Pardee. Ind Marketing 31:31-2+ Je '46; Discussion. 31:25-6+ Ag; 41+ O '46  
 Promote your house organ to stimulate interest; Superdraulic corporation's Hydraulic progress. L. A. Clark. Ptr Ink 217:49 O 25 '46  
 Six ways to obtain readership for industrial advertising. B. E. Sawyer. Ptr Ink 215:29-30 Ap 5 '46

## Family of products

Advertising budget and the line of products; specific practices of advertisers with a varied line of products to promote. Ptr Ink 214:40+ Ja 11 '46  
 Buyers thought Chatham made only one product, so advertising points out equally good products in other lines. V. J. Dallaire. Il Ptr Ink 216:32-3 Ag 2 '46  
 Case histories of business-paper advertising campaigns; uses successful 13-year-old format; Industrial products division, B. F. Goodrich company. Il Ptr Ink 215:45 My 17 '46  
 Cleveland Pneumatic's basic ad program. E. L. Oldham. Il Ind Marketing 31:37+ Mr '46  
 Dazey sells the entire line; kitchen helps. Ptr Ink 216:35 Ag 30 '46  
 Industrial advertiser designs catalog so it can be used 6 ways; Joseph Dixon crucible company. Il Ptr Ink 216:38-9 Jl 5 '46  
 Thrice-a-week ads sell single product; monthly ads show relationship of several; recipes build new demand for foods. D. Markstein. Il Ptr Ink 216:39 Jl 26 '46

## Farmers, Appeal to

Copy that clicked; Plymouth oordage company ad, how to make rope last longer. R. Manville. Il Ptr Ink 213:106 N 23 '46  
 Farm; industry's big opportunity; United States rubber company's exhibit and advertising campaign. A. B. Ecke. Il Sales Management 66:37-40 Je 1 '46  
 Lumber dealers spend own money on this idea column for farmers. L. A. Castell. Sales Management 66:115-16+ Je 15 '46  
 Sells results, not product, and gets farmers' orders; farm publication advertising helps Graham-Paige break into farm equipment market. H. E. Green. Ptr Ink 216:38-9 Ag 30 '46

See also  
 Advertising mediums  
 —Farm papers

## Fiction

The hucksters; comments on Fred Wakeman's new book. W. Weir. Adv & Sell 39:64+ Je '46

## Foreign language market,

## Appeal to

Hints on advertising to foreign language groups. C. D. Maddy. Adv & Sell 38:68+ N '45

## History

50 years ago in Printers' Ink; memorabilia, curios and gems of wisdom. Il Ptr Ink 214: 103-4+ Ja 25 '46 [cont monthly]  
 It was very much the same in 1919-21; reprinted from Printer's Ink fiftieth anniversary issue. Ptr Ink 217:59-60+ O 25 '46

## Industries, Appeal to

See Advertising, Industrial

## Inquiries

Converting advertising inquiries into sales; Turco products, Los Angeles. H. Rorick. Il Ind Marketing 31:40-1+ Ja '46  
 High readership doesn't necessarily mean high sales or inquiries; Wickwire Spencer case study. R. Manville. Il Ptr Ink 215:33-5 Ap 19 '46  
 How to cut servicing costs on inquiries. W. I. Brennan. Il Ind Marketing 31:38+ S '46  
 How to follow leads that result from advertising; two check lists; 17 steps for processing inquiries; 26 things that follow-up letters can do. C. J. Swan. Ptr Ink 217:37-9 N 8 '46  
 Planned economies reduce cost of handling inquiries; Mullins manufacturing co. M. Adams. Il Ptr Ink 216:38 Jl 26 '46

See also  
 Advertising, Industrial—Inquiries  
 Follow-up systems

## Jobber helps

Back your distributors with sound advertising; six successful selling points, time-tested by Black & Decker. L. R. O'Neill. Il Ind Marketing 31:43-4+ Je '46

## Jobbers, Appeal to

Influencing the industrial supply salesman; Lubriplate tailor-made business-paper copy, sales meetings and monthly bulletin mailings. Il Ptr Ink 214:83-4+ F 15 '46

## Laws and regulations

Agency, media men on controversial ad halted before Rankin committee. Ptr Ink 215:136 Ap 19 '46  
 American Dietals final FTC ad hearing. Oil Paint & Drug Rep 150:5 O 28 '46  
 Five outdoor ad bills die in N.Y. legislature. Ptr Ink 215:126 Ap 5 '46  
 Hughes fights for O.K. on Jane Russell movie displays; N.Y. ponders film ad code. Il Ptr Ink 215:133+ My 3 '46  
 New York state rulings on discrimination in help-wanted ads. Ptr Ink 215:108+ Ap 12 '46  
 P.O. bans retail ad for nylon sale; rules customer drawing a lottery. Il Ptr Ink 213:55+ D 7 '46  
 Public service ads seen threatened by Wood-Rankin tax proposal. Ptr Ink 215:124 Je 14 '46

**ADVERTISING—Laws and regulations—Cont.**

When does sales puffing become misrepresentation? A. W. Gray. Adv & Sell 39:40+ F '46

**Measurement**

Index of advertising effectiveness. F. T. Schreier and A. J. Wood. Ptr Ink 215:39-40 My 17 '46

Testing and measuring industrial advertising factors through inquiries. W. H. Green. Ptr Ink 214:52+ Mr 29 '46

**Men, Appeal to**

Fez woos skittish male market with he-man sales promotion. Il Sales Management 56:170 F 15 '46

Merchandising to a timid market; men's toiletry items. E. M. Housman. Il Ptr Ink 213:24-7+ N 30 '45

Sex angle used to sell toiletries to men. Il Ptr Ink 217:44 N 1 '46

**Objectives**

Getting the generals to go along with your budget; show them some objectives that they will support. J. T. Chirurg. Ptr Ink 213:112+ N 30 '45

**Physicians, Appeal to**

Class appeal in direct mail; three approaches in pharmaceutical selling. W. T. Doyle. Il Ptr Ink 216:79-80+ J 19 '46

Distinctive mailings avoid the waste basket; color and frequency make drug pieces stand out in doctors' heavy mail. Il Ptr Ink 214:28 F 1 '46

How advertisers reach key professional men; four principal ways to influence a market (pharmaceuticals). W. T. Doyle. Il Ptr Ink 214:61+ Mr 1 '46

How to write copy in a straitjacket; problems in the ethical medical field. J. R. Swain. Adv & Sell 39:53-4 Ap '46

This many-purpose direct-mail campaign strikes happy medium in copy, art and typography; Abbott laboratories. E. M. Housman. Il Ptr Ink 213:141-3 D 7 '45

**Planning**

Most advertisers plan new product program a full year ahead; P. I. budget study. Ptr Ink 215:31-2+ Ap 5 '46

We quizzed our salesmen about our ad plans; investors syndicate. Minneapolis. W. R. Gerier. Il Ptr Ink 217:44-5 O 25 '46

Why so many promotion pieces make a bee line to the wastebasket. D. E. Thompson. Il Sales Management 57:86+ J 15 '46

**Prize contests**

Consumer contests are back in a new selling role; to overcome buying inertia. H. E. Green. Il Ptr Ink 216:33-5+ J 12 '46

Contest takes customers' minds off shortages; New Bedford Cordage fish story contest. Il Ptr Ink 215:42 Je 14 '46

Don't capitalize on scarcities. J. Williams. Ptr Ink 217:160 O 25 '46

Eight basic rules for conducting a successful consumer contest. T. Armstrong. Sales Management 56:78+ F 15 '46

Electrical group stages contest. Ptr Ink 215:102 My 10 '46

14 helpful guides for conducting a consumer contest. Ptr Ink 216:46-7 Ag 16 '46

Frequent contests serving many purposes for this advertiser; Swingline stapling machines and staples. Ptr Ink 213:23 N 30 '45

Hazards of consumer contests and how to avoid them. Ptr Ink 216:42-3 Ag 23 '46

How to keep a consumer contest from blowing up in your face. A. J. Bremner. Il Sales Management 56:60+ F 1 '46

National advertisers cash in on beauty by aiding Miss America scholarship. Ptr Ink 216:126 S 6 '46

Pepsi contest winners provide calendar art. Il Ptr Ink 213:46 N 23 '45

Readers write the ads in this cartoon contest. Ptr Ink 216:38-9 J 19 '46

Tailoring the consumer contest to fit the problem. Ptr Ink 216:40-1 Ag 9 '46

12 principal objectives of consumer contests. Il Ptr Ink 216:42-3 Ag 2 '46

**See also**

Radio advertising— Show windows—Con—  
—Prize contests tests

**Psychology**

Copy can capitalize on conditioned reflexes; engineers look at blue prints, women at recipes. W. Weintz. Ptr Ink 215:35 My 31 '46

Let advertising be as realistic as personal selling. F. W. Gray. Ptr Ink 216:70+ S 6 '46

Never the twain shall meet; is there an advertising deadlock between men's and women's minds? E. Kidd. Adv & Sell 38:54+ D '45

Safety has a wide sales appeal. C. D. Murphy. Il Ptr Ink 214:30+ Ja 11 '46

What makes them want to buy? not instincts, but motives. C. N. Allen. Ptr Ink 215:40-1+ Je 14 '46

**Public attitude**

Wage earner forum. Ptr Ink 216:99 Ag 9 '46

**Purchasing agents, Appeal to**

Ads aimed at purchasing agents. Il Ind Marketing 31:87-8+ J 1 '46

**Radio engineers, Appeal to**

Research, sales and ad program pushes FM; General Electric's FM campaign. R. D. Jordan. Il Ind Marketing 31:29-30 Ag '46

**Rates**

Leininger rate; adedote. M. Goldgar. Ptr Ink 214:34 F 15 '46

Losing ads despite soaring circulation, Pittsburgh daily reviews disputed rate. B. Tolk. Ptr Ink 216:117+ Ag 16 '46

Newspapers offer a package; advertising network organized. Bsns W p79-80 D 15 '45

Newspapers' reaction to discount issue poses selling job in 4A's campaign. D. Bruner. Ptr Ink 216:93+ J 19 '46

**Returns**

Copy that clicked; United States envelope company, new fastener. R. Manville. Il Ptr Ink 215:47 My 31 '46

\$5,000 annual ad budget revived a dying business; Imperial glass corp. E. M. Housman. Il Ptr Ink 216:33-4 J 19 '46

What is the real cost of Spam advertising? H. H. Haupt. Adv & Sell 39:57-8+ J 1 '46

**Salesmen, Appeal to**

Influencing the industrial supply salesman; Lubriplate tailor-made business-paper copy, sales meetings and monthly bulletin mailings. Il Ptr Ink 214:83-4+ F 15 '46

**Samples**

See Samples (merchandizing)

**Schools, Appeal to**

Advertisers and agencies get guide for preparing acceptable school materials. Ptr Ink 216:119+ S 6 '46

Films for schools; public relations tool for industry. H. Kerkow. Il Sales Management 56:68+ Mr 1 '46

Getting advertising understood in schools. Ptr Ink 215:80 My 24 '46

Puppets tell lighting story in schools. R. H. Knox. Il Elec World 125:138 F 16 '46

Sells its territory to sell itself; New Haven's advertising and public relations program emphasizes New England; school program. E. J. Dever, jr. Ptr Ink 214:70+ F 15 '46

This company's school material starts with six-year-olds; work with club women centers around portfolio; American viscose corporation. A. Ten Eyck. Ptr Ink 216:55-6+ J 26 '46

To create prospects, show proper use of your product; educational work in schools and before organized groups. Ptr Ink 217:89-90+ O 11 '46

Today's children are tomorrow's customers; some projects meeting with teacher acceptance. Il Sales Management 57:90-2+ S 15 '46



## ADVERTISING—Continued

## Service

See Advertising, Educational

## Statistics

Advertising volume figures for December issues of business papers and totals for 1945 and 1944. *Ind Marketing* 31:174-5 Ja '46

Advertising volume of Canadian business papers for 1945 and 1944. *Ind Marketing* 31:181 Ja '46

Advertising volume up 5.3% in 1945. L. D. H. Weld. *Ptr Ink* 214:27-9 Ja 25 '46

Agencies place 454,539 pages of advertising in business papers in 1945; show 22.4% gain. *Ind Marketing* 31:57-8+ Ag '46

848 business papers report advertising up 15.57%; annual survey; list of journals classified by industry. *Ptr Ink* 214:85+ F 22; 90 Mr 22 '46

Farm publications; advertising lineage for January; statistics for January monthlies and December semi-monthlies and weeklies. *Ptr Ink* 214:166 Ja 13 '46 [cont monthly]

Farm publications; advertising lineage; three-year comparative totals, 1943-1945; tables. *Ptr Ink* 214:134 F 1 '46

How many people in advertising? *Ptr Ink* 215:45-6 My 31 '46

January magazine advertising, 1944-1946. *Ptr Ink* 214:136+ Ja 11 '46 [cont monthly]

Leading advertisers of 1945 and their expenditures; 653 companies invested \$446,928,447 in magazines, farm papers and network radio; tabulation 1942-1945. *Ptr Ink* 214:31-2+ Mr 22 '46; Correction, 215:94 Ap 5 '46

Leading newspaper advertisers in 1945. *Ptr Ink* 215:48-50+ Ap 26 '46

Magazine lineage; total lineage for five years, 1941-1945; tabulation. *Ptr Ink* 214:128+ F 1 '46

Magazines score: national advertising media, 1945 vs. 1944. *Bsns W* p70-2+ Mr 2 '46

1945 advertising volume \$2,386,000,000. L. D. H. Weld. *Ptr Ink* 214:21-3 Mr 15 '46

1947 advertising dollar analyzed by ad agency. *Ptr Ink* 216:100+ S 27 '46

Product expenditures of newspaper advertisers in 1945; individual products and services listed alphabetically. *Ptr Ink* 215:57-8+ My 3 '46

Report reveals advertising investments in major media. *Sales Management* 57:64 Ag 15 '46

## See also

Advertising, Mail—

Radio advertising—

## Statistics

## Statistics

## Stockholders, Appeal to

Stockholders prove potential customers; Duplan glass cloth. *Ptr Ink* 216:54 S 6 '46

## Study and teaching

Ad courses break registration records. B. Tolks. *Ptr Ink* 217:91+ N 1 '46

Advertising course written by ad men begins at University of Rochester. *Ind Marketing* 31:168+ Mr '46

British advertisers attempt to make advertising a profession. J. L. Love. *Ptr Ink* 216:83-4+ S 20 '46

How an agency trains veterans under the G.I. bill of rights. H. E. Cassidy. *Ptr Ink* 216:81-2+ S 27 '46

Listen, McCarthy, admen *can* be trained; suggesting establishment of advertising agency at some university. M. Goldgar. *Ptr Ink* 213:32+ N 16 '45

NAEA asks jobs for teachers, students; to improve advertising education. *Ptr Ink* 215:93+ My 24 '46

Teachers of advertising; at \$3,000 a year! E. C. Stark. *Ptr Ink* 216:132 Ag 9 '46; Replies, C. E. Wolff and others. *Ptr Ink* 216:58+ Ag 30 '46

Three more ad courses draw record enrollment. *Ptr Ink* 213:74 N 16 '45

Why teach advertising on the side? businessman gets intangible but real benefits from running evening class. G. R. Ashbey. *Ptr Ink* 216:98+ S 20 '46

Working model for convention program, ad club course, or marketing class. *Ptr Ink* 215:88+ My 17 '46

## Taxation

Lose free speech protection against taxation of advertising. A. W. Gray. *Inland* *Ptr* 118:52-3 O '46

## Women, Appeal to

Ad campaign promotes jeweled specs. N. Kelne. *il Ptr Ink* 215:74 Ap 19 '46

Don't shout at women; humor them. B. Kidd. *il Adv & Sell* 39:62+ Mr '46

How advertising can capitalize on style as added attention getter. *Ptr Ink* 215:100+ Ap 12 '46

Never the twain shall meet; is there an advertising deadlock between men's and women's minds? B. Kidd. *Adv & Sell* 38:54+ D '45

Selling poise puts over home beauty course; an insight into modern theme for women. *il Ptr Ink* 214:70+ Mr 1 '46

Should only women write copy for women? K. Millard. *Ptr Ink* 216:35 J1 19 '46; Reply (Let's keep sex out of this). V. S. Francis; Reply (Women's work is never won). B. Kellogg. 216:46 Ag 2 '46; Reply (Run for cover, Mr Millard)! H. Bernstein and others. 216:57-8+ Ag 16 '46; Reply (Writing advertising isn't a matter of sex)! M. Brown. 216:58+ Ag 23 '46

Soap gets in their eyes; certain campaigns in the light of B. Kidd's analysis of male-female impasse of minds. M. Mayfield. *il Adv & Sell* 39:58+ Ap '46

This company's school material starts with six-year-olds; work with club women centers around portfolio; American viscose corporation. A. Ten Eyck. *Ptr Ink* 216:55-6+ J1 26 '46

What money means to a woman. B. Kidd. *Ptr Ink* 215:37-8+ My 17 '46

Women and insurance advertising. B. Kidd. *Ptr Ink* 215:61+ My 24 '46

Women read ads for facts! J. Kift. *Ptr Ink* 216:33-4 S 6 '46

Women's clubs welcome an honest business approach. T. B. Wells. *il Ptr Ink* 216:41-3 S 27 '46

## Youth, Appeal to

Ads top news stories in teen-age readership; study by Minneapolis star. L. E. Borg. *Adv & Sell* 39:58+ O '46

Rising national economy to be reflected in promising juvenile market for '46-'47. *Ptr Ink* 214:95+ Mr 29 '46

There are 17,000,000 of 'em; appeals to the Teen-ager. G. A. Bishop. *il Gas Age* 98:23-4 O 17 '46

## Alaska

Alaska admen battle for post-war business; media thrive in concentrated markets. M. Bartlett. *Ptr Ink* 217:128+ N 8 '46

## Belgium

Advertising in wartime Belgium. J. H. Cerny. *il Ptr Ink* 214:33-4 F 15 '46

## Canada

Advertising in Canada, 1944. *For Comm W* 21:31 N 10 '45

Copy considerations when writing to Canadians. J. Matthews. *Ptr Ink* 217:46 O 25 '46

How to approach the French-Canadian market; six wrong ways. C. W. Cook. *Ptr Ink* 216:71 Ag 23 '46

## Europe

Report on advertising in 10 European countries. I. A. Vladimir. *Adv & Sell* 39:53-4+ S '46

## Great Britain

Advertising in England as it is today; shortages of paper and merchandise. F. Caspers. *il Adv & Sell* 39:56+ Ag '46

British advertisers attempt to make advertising a profession. J. L. Love. *Ptr Ink* 216:83-4+ S 20 '46

British export advertisers get the green light. *Adv & Sell* 39:116 Ja '46

British paper shortage develops subsidiary media. H. J. Warman. *Ptr Ink* 213:114 D 21 '45

## Latin America

ABC rules (3 only) for Latin-American copy writing. L. G. Dillon. *Ptr Ink* 215:81-2+ Je 21 '46

**ADVERTISING—Latin America—Continued**

He learned about Latin-American Spanish the hard way; insurance publisher uses North American translator. R. W. Osler. *Ptr Ink* 215:69 Ap 19 '46

Public-service ads make sales in Latin America; educational campaigns are prime need. T. Aitken, jr. *Ptr Ink* 217:70+ N 8 '46

**Philippine Islands**

Advertising and business in the Philippines; a current report. D. Alvarez. *Ptr Ink* 215:33 Je 28 '46

**Russia**

U.S. advertising in Soviet publications; demand for machinery and other equipment presents opportunity to U.S. manufacturers. D. R. Crone. *For Comm W* 24:27+ Ag 17 '46

**ADVERTISING, Association**

A.F.A. convention ok's big campaign to sell advertising. *Sales Management* 56:133-4 Je 15 '46

Association campaign to create new uses for its product; advertising ice to promote vegetable display idea. E. M. Housman. *Ptr Ink* 214:28-30 F 15 '46

California medics to sponsor state-wide promotion drive; to sell California physicians' service, and to push health insurance plans. *Sales Management* 55:186+ N 15 '45

More fruit, lower prices, stiffer competition: Sunkist's problem. *Sales Management* 55:69 N 15 '45

Paint industry looks to advertising. E. D. Beck. *Paint Oil & Chem R* 108:11-12 N 1 '45

Paint industry raises fund for \$500,000 ad drive. *Ptr Ink* 215:132 Ap 19 '46

Range men set promotion sights on 12,500,000 decrepit stoves. J. I. Gorton. *Il Sales Management* 56:46+ My 20 '46

Research showed this industry its sales-limiting factors; hat association will strive for multiple sales. E. J. Cunningham. *Ptr Ink* 215:35-6+ My 17 '46

Selling printing as a career; Los Angeles using printed material to interest students in high schools. *Il Ptr Ink* 213:156+ D 14 '45

Today's children are tomorrow's customers; some projects meeting with teacher acceptance. *Il Sales Management* 57:90-2+ S 15 '46

**ADVERTISING, Cooperative**

Ad campaign to push California brand is set by apparel makers. *Il Sales Management* 55:46+ F 1 '46

Bell companies continue ad teamwork in peace. G. McCulloh. *Il Ind Marketing* 31:49+ Ag '46

California dairy industry enters ranks of cooperative advertisers. *Sales Management* 55:122+ D 1 '45

Co-op advertising, consumer education urged for frozen foods industry; abstract. J. M. Bess. *Ptr Ink* 215:97+ Je 7 '46

Coordinating a cooperative campaign at national and local levels; public relations effort of 170 electric light and power companies challenges government-sponsored power projects. V. Dallaire. *Ptr Ink* 216:40-1 JI 26 '46

Dairymen pool efforts in drink-more-milk drive. *Sales Management* 57:96+ O 15 '46

Enterprising utilities cooperate in territorial trade development; industrial facilities of Chicago and northern Illinois form basis for promotion program. *Il Ind Marketing* 31:32+ F '46

Lectures and dealer tie-ins boost sales of pianos and teaching methods; dealer-publishing house cooperation. N. Kelne. *Ptr Ink* 216:86+ Ag 9 '46

Media pool data to sell San Diego as a market. *Sales Management* 56:68 Ja 15 '46

See also  
Radio advertising,  
Cooperative

**Manufacturers and dealers**

ANA report declares higher readership obtained by co-op ads with local touch. *Ptr Ink* 215:113+ My 10 '46

A.N.A. report presents case for and against cooperative advertising. *Sales Management* 56:110-14 My 20 '46

Cooperative merchandising program; how producers, manufacturers, wholesalers and retailers of St Paul are promoting sale of coal fired equipment. *Il Sheet Metal Worker* 37:131-2+ Ja '46

Does cooperative advertising defeat its own purpose? questions about 50-50 ads. M. Adams. *Ptr Ink* 216:96+ S 13 '46

Local cooperative advertising, the game in which nobody wins; neither manufacturer nor retailer comes out on top. J. A. Spooner. *Il Ptr Ink* 213:19-21+ N 23 '45

Started advertising club with dealers; 92% joined immediately; Nyal of Canada, L. E. Wicklum. *Il Ptr Ink* 213:24-6 D 14 '45

Successful cooperative advertising. R. Winslow. *Ind Marketing* 31:36-7 JI '46

Too little is known about cooperative advertising; A.N.A. report highlights divergence of opinion. M. Adams. *Ptr Ink* 215:77+ My 17 '46

Vertical cooperative advertising. 79p bibliog (p75-9) pa \$7.50 Association of national advertisers, 285 Madison av, New York 17 '46

**Manufacturers and jobbers**

Presenting the case for cooperative advertising. S. Apt. *Il Adv & Sell* 38:38+ D '45

**ADVERTISING, Direct mail.** See Advertising, Mail

**ADVERTISING, Educational**

Ads promoting American way made available to advertisers. *Ptr Ink* 216:75 S 27 '46

Ads to quell fear of pressure cookers. *Ptr Ink* 215:110 Je 14 '46

Advertising can and must do a public relations job for distribution; distribution doesn't cost enough. D. Belding. *Ptr Ink* 213:36+ N 30 '45

Advertising can provide the leadership that will save our democracy. P. B. West. *Ptr Ink* 216:64+ JI 5 '46

Advertising's biggest campaign. P. B. West. *Adv & Sell* 39:110+ JI '46

Allocate 10% of ad budgets to educate public to need of management-labor teamwork. H. W. Steinkraus. *Ptr Ink* 215:35-7 My 3 '46

APRA presents 44 annual awards for outstanding achievements. L. Ross. *Il Ind Marketing* 31:50-1+ My '46

Anti-liquor advertising drive to use five million protest stickers. *Ptr Ink* 214:122 F 22 '46

Atom bomb plant designers advertise man's hope. *Il Ptr Ink* 214:56 Ja 13 '46

Biggest sales job of today. H. W. Steinkraus. *Sales Management* 56:30 My 1 '46

Business moves into new arenas. D. Belding. *Adv & Sell* 39:76 My '46

Can cooperative effort save free enterprise? D. L. Logan. *Adv & Sell* 39:58 Ag '46

Copy clinic; apples for the teacher. B. Tyler. *Il Adv & Sell* 39:44-5+ My '46

Don't change rules, publish them; advertising as a tool of economic education. K. G. Patrick. *Trusts & Estates* 83:29-30 JI '46

Don't cross that picket line! strike ads not effective. J. G. Schneider. *Adv & Sell* 39:60 F '46

Don't forget to sign your name; public service radio advertising. J. A. Ecclesine. *Adv & Sell* 39:49+ Ap '46

Electric industry fights back; 170 companies use advertising to oppose government ownership. A. C. Spurr. *Adv & Sell* 39:47-8 S '46

Enterprise needs a two-way concourse; five years of A.N.A. opinion research. P. S. Ellison. *Trusts & Estates* 82:229-30 F '46

Good will; the fourth dimension in advertising. C. Healy. *Adv & Sell* 39:90 My '46

Has advertising any use for a hero? P. J. Kelly. *Il Adv & Sell* 38:42+ N '45

High-falutin' language won't sell private enterprise. G. Kerr. *Ptr Ink* 216:80+ S 13 '46

How to protect a quality label; Stroock fabrics guard prestige by limiting outlets, by educational advertising and by constant vigilance. E. M. Murphy. *Il Ptr Ink* 215:59-60+ Ap 5 '46



**ADVERTISING, Educational—Continued**

If you want to keep free enterprise, advertise its benefits! *Il Trusts & Estates* 82: 365-71 Ap '46

Jelke ad reprint includes dealer display slip. *Il Ptr Ink* 215:58 Ap 12 '46

Let's wipe out economic illiteracy. O. H. Lamborn. *Comm & Fin Chr* 164:2076+ O 24 '46

Maine uses advertising to get jobs for veterans. E. L. Miller. *Ptr Ink* 217:39 O 4 '46

Match-book messages on racial intolerance may extend to other media; liquor distributor to test before-and-after effect. E. Cunningham. *Il Ptr Ink* 213:24 D 7 '45

Milwaukee admen run personal campaign, preaching right to become wealthy. H. E. Green. *Il Ptr Ink* 216:124 S 6 '46

New uses for advertising; applications to management problems. G. Carson. *Il Adv & Sell* 39:48+ Je '46

Plant community advertising can increase production, obtain better labor, lower turnover. F. Rudge. *Ptr Ink* 215:33-5 Je 7 '46

Public opinion poll decided theme of Stock exchange ads; clear up misconceptions; explain exchange's functions, promote public-welfare objectives. E. J. Dever, jr. *Il Ptr Ink* 216:38-40 J 12 '46

Public relations advertising. *Trusts & Estates* 83:215-18 S '46

Public relations, or selling? a challenge. J. E. Matthews. *Ptr Ink* 214:142 F 1 '46

Public-service ads make sales in Latin America; educational campaigns are prime need. T. Aitken, jr. *Ptr Ink* 217:70+ N 8 '46

Remarkable role of advertising in anti-inflation drive. *Ptr Ink* 214:74 Ja 18 '46

Say it with advertising; why the story of American enterprise must be told; abstracts. D. Belding. *Trusts & Estates* 82: 469-71 My '46; *Pub Util* 37:787-91 Je 6 '46

Sell public on actions, good intentions, NAM executive tells industry congress. W. B. Weisenburger. *Ptr Ink* 213:76 D 14 '45

Strike advertising is not like competitive product copy. L. Graves. *Il Ptr Ink* 214:52+ Mr 1 '46

Strike advertising shows lack of know-how. F. Rudge. *Il Ptr Ink* 214:21-2+ F 1 '46

Studebaker's advertising gets nationwide recognition. *Il Ind Marketing* 31:54+ Mr '46

To further world peace. C. E. Murphy. *Adv & Sell* 39:113 Ag '46

Wants advertising to promote sound economy. M. S. Rukeyser. *Comm & Fin Chr* 163:714+ F 7 '46

Warner & Swasey sells America and sells machine tools too. *Ind Marketing* 31:45+ O '46

What about those Peaceways ads? *Ptr Ink* 213:49 D 14 '45

What advertising can do during a strike; GE advertising used to preserve employee and community good-will. F. LaClave. *Il Ptr Ink* 214:23-4+ Mr 22 '46

What should a business do about public relations? it should tell its own story, not try to speak for economic system. A. W. Page and K. S. McHugh. *Adv & Sell* 39:41-2+ O '46

Whimsical industrial ad copy fights unethical competition; Bright light reflector co. *Il Ptr Ink* 213:146-7 N 16 '45

Why Parke, Davis is advertising to build prestige for pharmacists. D. G. Baird. *Sales Management* 57:72+ S 15 '46

Women in advertising organize for educational work under A.N.A. sponsorship. E. M. Housman. *Ptr Ink* 215:77+ Ap 5 '46

*See also*

Advertisements—Government advertising

Books and booklets Publicity

Advertising, Association Safety advertising

Advertising, Institutional United nations advertising council

(proposed)

**ADVERTISING, Foreign**

Advertisements in Spanish and Portuguese appeal to prospective foreign purchasers of domestic surplus war property. *For Comm W* 25:16 O 26 '46

ATA veto of export advertising may bring even stronger drive. *Aviation N* 4:22 Ja 7 '46

Coming era of Anglo-American copy. *Adv & Sell* 38:113+ D '45

Difficulties of selling abroad by mail order. *Ptr Ink* 214:84 Ja 11 '46

Direct mail à la Nigeria; Dorr company gets requests for free copies of *Popular Mechanics*. *Adv & Sell* 39:80+ Je '46

Films sell foreign markets; motion pictures of industrial products in action educate, train and sell. J. T. Kolbert. *Il Ind Marketing* 30:48-9+ O '45

Getting results with export advertising. J. G. Robel. *Ind Marketing* 31:37+ Ap; 57-8+ My '46

How to approach the French-Canadian market; six wrong ways. C. W. Cook. *Ptr Ink* 216:71 Ag 23 '46

90 American concerns advertise in Paris. *Il Ptr Ink* 213:51+ D 28 '45

26 points about export promotion material. P. W. Stone. *Ptr Ink* 216:46-7 S 20 '46

U.S. advertising in Soviet publications; demand for machinery and other equipment presents opportunity to U.S. manufacturers. D. R. Crone. *For Comm W* 24:27+ Ag 17 '46

*See also*

Advertising—Latin America

**ADVERTISING, Indirect**

Advertising branded parts to consumers. N. H. Borden. *Harvard Bsns R* 25 no 1:129-44 [O] '46

Graton & Knight advertising stresses a product it does not make! leather belting campaign partly devoted to pivot bases. *Il Ind Marketing* 30:39+ N '45

How Fiberglas tells to sell; promotes warm air heating and air conditioning. W. E. Northlich. *Ind Marketing* 31:37-8+ Ag '46; Same. *Il Ptr Ink* 216:36-8 Ag 23 '46

Lectures and dealer tie-ins boost sales of pianos and teaching methods; dealer-publishing house cooperation. N. Kelne. *Ptr Ink* 216:86+ Ag 9 '46

Machinery manufacturer builds acceptance for end product; hosiery machine for seamless nylons. E. M. Housman. *Il Ptr Ink* 215: 42-4 Je 21 '46

Maker of raw material controls use of product through consumer advertising; Celanese plastics corp. *Il Ptr Ink* 216:42-3 J 1 26 '46

Theaters are their customers; but promotion woos movie audiences; Altec makes radio and loudspeaker equipment. H. Bessey. *Il Sales Management* 56:46+ Ap 15 '46

**ADVERTISING, Industrial**

Ads aimed at purchasing agents. *Il Ind Marketing* 31:87-8+ J 1 '46

AFA industrial session stresses research, bigger role for advertising managers. *Ind Marketing* 31:50 J 1 '46

Advertising helps prospective customers solve reconversion problems; Allis Chalmers' inventory kit exposes manufacturers' war-beaten facilities. N. H. Jacobsen. *Ind Marketing* 30:33-4 D '45

Agencies predict increase in 1946 industrial advertising volume. *Ind Marketing* 31:34+ Ja '46

Answer 11 questions about industrial direct mail; executives favor large illustrations, frown on jumbo mailings. *Ptr Ink* 213:119-20+ N 30 '45

ABP winners receive awards in New York and Chicago. *Il Ind Marketing* 31:34-6+ My '46

Basic sales idea copy urged on industrial admen. *Ptr Ink* 216:120+ S 27 '46

Beardsley & Piper's 3-way campaign; publications, house organ and mail advertising to foundries. S. P. Owen. *Il Ind Marketing* 31:59+ J 1 '46

Belden manufacturing company hitches horsepower to name promotion. *Il Ind Marketing* 31:45+ Ag '46

Benjamin's program correlates production, markets and promotion; three-year campaign plan. *Ind Marketing* 30:40-1+ D '45

CFAC honors industrial campaigns. *Ind Marketing* 31:40-2+ Je '46

Chrysler's horsepower with a pedigree is basic theme of new campaign for industrial engines. J. T. Condon. *Il Ind Marketing* 31:40+ F '46

**ADVERTISING, Industrial—Continued**

Cleveland Pneumatic's basic ad program. E. L. Oldham. *Il Ind Marketing* 31:37+ Mr '46

Co-ordinated campaign for new product; case history of Thompson truform grinders. E. H. Mook. *Il Ptr Ink* 215:42-3+ Ap 26 '46

Do your salesmen wear white shirts or overalls? time industrial advertising dresses up for real selling job! H. L. Harrison. *Ind Marketing* 31:33+ Je '46

Don't embrace fallacies in industrial advertising copy. E. S. Green. *Ind Marketing* 31:46+ O '46

Engineer analyzes industrial advertising. H. S. Pardee. *Ind Marketing* 31:31-2+ Je '46

Expanded sales and advertising activities planned for 1946. *Ind Marketing* 31:23-4+ Ja '46

Feature function in industrial ads to up their pulling power; how-and-why copy sells dial indicators and gages to technical audiences. I. A. Hunt. *Il Ptr Ink* 213:36+ D 21 '45

Formula for sure-fire industrial copy: earthiness, authenticity; Yuba manufacturing co. dredges for mining. H. A. Sawin. *Il Sales Management* 55:106+ N 15 '45

14 basic functions of an industrial ad manager. M. R. Crossman. *Ptr Ink* 216:38-9 Ag 9 '46

From industrial advertising to industrial buying and vice versa. J. Barrington. *Ind Marketing* 30:57-8+ O '45

Fruehauf ties in advertising campaign with new building construction. *Il Ind Marketing* 31:74 F '46

Getting past those technical men! *Ptr Ink* 213:27 N 30 '45

Getting the most out of your industrial catalog; summary of recent panel discussion and newly issued study. *Ptr Ink* 213:132+ D 14 '45

Glimpse at industrial advertising of the 80's. *Il Ind Marketing* 31:49+ F '46

How advertising managers can grow in stature; management's viewpoint. N. C. Hurley, jr. *Ind Marketing* 31:51-2 JI '46

How Eastman slants umbrella copy to vertical, horizontal markets; campaign to promote use of sales and training films. *Ind Marketing* 31:47+ S '46

How RCA unearthed 50,000 leads for post-war sales to industry. H. L. Edsall. *Il Sales Management* 56:42-4 My 20 '46

How to become (and remain) an industrial copy writer; ten helpful tips. R. A. Sholl, jr. *Ptr Ink* 214:58+ Ja 18 '46

How to make whatever's in a name something to touch; Dresser Industries. S. A. Hunt. *Il Ind Marketing* 31:30-1+ Ja '46

Industrial advertisers increase budgets; NIAA national survey. *Ind Marketing* 30:102+ D '45

Industrial advertising as a career for the ex-serviceman. R. D. Towne. *Il Ptr Ink* 214:32-4+ F 8 '46

Industrial advertising costs and appropriations; survey. H. Burnett. *Ind Marketing* 31:33-5+ S; 29-30+ O '46

Industrial advertising must do a better job; agency viewpoint. A. Maescher, jr. *Ind Marketing* 31:50-1+ JI '46

Industrial copy should feature a basic sales idea. J. T. Chirurg. *Il Ptr Ink* 216:34-6 Ag 2 '46

Industrial market research in relation to advertising. F. Juraschek. *Il Ind Marketing* 31:45-6+ F; 47-8 Mr; 47+ Ap '46

Link-Belt sells company as symbol of quality for one source supply. G. D. Crain, jr. *Il Ind Marketing* 31:29+ Ja '46

Multiple use of ad plates in a major sales campaign; Edward valve & mfg. company. W. A. Marsteller. *Il Ind Marketing* 30:50+ N '45

NIAA adopts long range program to strengthen professional status of industrial advertising men. W. L. Witt. *Ind Marketing* 31:37+ O '46

News in industrial advertising. J. O. Harte. *Ptr Ink* 217:40-1 O 18 '46

Okonite keys promotion to backdoor selling; convincing industry of need for adequate wiring. *Il Ind Marketing* 31:62+ Mr '46

Petroleum research develops new products and wider markets for the Texas company; Beacon laboratories, house organ, booklets. *Il Ind Marketing* 31:44-5+ Mr '46

Porter-Cable's marketing campaign solves problem of new product promotion; wet belt machines. W. E. Schleicher. *Il Ind Marketing* 30:43-9+ D '45

Primer for engineers. H. E. Fry. *Ind Marketing* 31:25-6+ Ag '46

Product expenditures of newspaper advertisers in 1945; industrial. *Ptr Ink* 215:66+ My 3 '46

Putting the peak on a pyramid of industrial advertising; basic technics of Cleveland Pneumatic campaign. N. Bayless. *Il Ind Marketing* 31:36+ Mr '46

Research, teamwork, follow-through; Rubber-set company's campaign for nylon brushes won NIAA award. W. Doty. *Il Ind Marketing* 31:51-2+ S '46

Sales research applied to advertising reduces the selling load. J. O. Peck. *Ind Marketing* 30:42+ N '45

Sells its territory to sell itself; New Haven's advertising and public relations program emphasizes New England; aims to develop industries and attract new ones. E. J. Dever, jr. *Il Ptr Ink* 214:63-4+ F 15 '46

Six ways to obtain readership for industrial advertising. B. E. Sawyer. *Ptr Ink* 215:29-30 Ap 5 '46

Slicing art costs by cutting up your products for the art specialist; Robert H. Kimes' Cutaway engineers. E. H. Mook. *Il Ind Marketing* 31:53 My '46

Swords into plowshares; challenge for industrial advertising; three companies exploring peacetime markets for war-born products and techniques. W. E. Rainsley. *Il Ptr Ink* 213:24-5 D 28 '45

There's something to be said for both admen and engineers. V. W. Palen. *Ind Marketing* 31:41+ O '46

This industrial equipment manufacturer bears down on four fundamentals; case study; Pangborn corporation. A. L. Gardner. *Il Ptr Ink* 213:25-7+ N 23 '45

Veteran views industrial advertising. J. R. Armstrong. *Ind Marketing* 31:51+ Ag '46

What the composite industrial customer has to say about the efforts of salesmen and advertisers. C. S. Wilkinson. *Ind Marketing* 30:92+ D '45

What's wrong with industrial advertising? M. R. Crossman. *Ind Marketing* 31:33+ Ag '46

Whimsical industrial ad copy fights unethical competition; Bright light reflector co. *Il Ptr Ink* 213:146-7 N 16 '45

**See also**

Advertising mediums	National industrial
—Trade journals	advertisers association
Equipment industries	cliation
—Advertising	Warehouses—Advertising

**Cost**

Industrial advertisers seek ways to offset rising expenses. H. Burnett. *Ind Marketing* 31:33-5+ S '46

**Inquiries**

Is the end of your ad in sight? B. Craig. *Ind Marketing* 31:128 O '46

Putting inquiries to work in industrial advertising; 8 types. W. H. Green. *Ptr Ink* 214:29-30+ Mr 22 '46

Testing and measuring industrial advertising factors through inquiries. W. H. Green. *Ptr Ink* 214:52+ Mr 29 '46

**ADVERTISING, Institutional**

Advertises the territory it serves and its own contribution; Seaboard Railway's public relations copy. E. J. Dever, jr. *Il Ptr Ink* 215:58+ Ap 19 '46

Belden manufacturing company hitches horsepower to name promotion. *Il Ind Marketing* 31:45+ Ag '46

Bell companies continue ad teamwork in peace. G. McCulloh. *Il Ind Marketing* 31:49+ Ag '46

Books, a new kind of public relations advertising. D. L. Parsons. *Il Ptr Ink* 214:26-8 Mr 1 '46



**ADVERTISING, Institutional—Continued**

- Few advertisers see value in featuring Army-Navy E awards from here on. *Ptr Ink* 213:113 D 21 '45
- General Motors advertising creates goodwill among employes at Moraine Products. *il Ind Marketing* 31:26-7+ Ja '46
- Greenfield changes ad strategy; from specific product tell-all to broad institutional sell-all. R. C. Helbig. *Ind Marketing* 31:52+ Ap '46
- How to make whatever's in a name something to touch; Dresser Industries, S. A. Hunt. *il Ind Marketing* 31:30-1+ Ja '46
- Long-range institutional advertising is among mail leaders; Schaible co., Cincinnati. *Ptr Ink* 214:96+ Ja 18 '46
- Lyon metal products; where public relations is practiced at the community level. D. D. McMahon. *Ind Marketing* 31:47+ Ja '46
- New uses for advertising; applications to management problems. G. Carson. *il Adv & Sell* 39:43+ Je '46
- Pennsy cements traffic relations by publicizing industries it serves. *Ind Marketing* 31:39-40 O '46
- Plant-city relations ads win welcoming response; Rubberstet announces its coming to Salisbury. *Ptr Ink* 216:38 S 6 '46
- Plant community advertising can increase production, obtain better labor, lower turnover. F. Rudge. *Ptr Ink* 215:33-5 Je 7 '46
- Pointers on promotion when changing name of subsidiaries; General Mills identification program. *il Ptr Ink* 216:40-1 Ag 23 '46
- Policy story behind Boeing's consistent consumer advertising. E. Gidlow. *il Sales Management* 57:37-9 S 15 '46
- Public relations ads glorify employees, not the company; Louisiana power & light company. *Ptr Ink* 216:106 S 13 '46
- Put your war record story in permanent form in detailed article, manual or bound book. R. Newcomb. *il Ptr Ink* 214:26-7 Mr 22 '46
- Reynolds Metals tells what it is doing to fill pay envelopes in Louisville; public relations series directed to employes and the community. D. P. Reynolds. *il Ind Marketing* 31:50+ F '46
- Seven-point formula for enlisting employee support; General Mills seeks workers' participation in institutional campaign. H. E. Green. *il Ptr Ink* 214:30-1 Ja 25 '46
- Single book accomplishes a three-fold purpose; Uxbridge worsted co. *il Ptr Ink* 213:44+ D 28 '45
- Sports movies build friendly feeling for Tide Water Oil. *Sales Management* 56:168 F 15 '46
- Story behind Standard Oil's radio broadcasts for students. *il Sales Management* 55:35-7 D 15 '45
- These advertising approaches sell private enterprise; Union oil co. of California campaign. L. F. Thomann. *Ptr Ink* 216:48-9 S 13 '46
- Three American microscope builders, a history with a history. *il Ind Marketing* 30:66 N '45
- Three varieties of industry war record; U.S. Steel, Shell Oil and Du Pont show high effectiveness. *il Ptr Ink* 215:69 Ap 5 '46
- ADVERTISING, Mail**
- Addressing the proper person. *Ind Marketing* 31:126+ My '46
- Agency executive gets 137 pieces of direct mail a week. I. Cunningham. *Ptr Ink* 215:35 My 24 '46
- American Brass winning DMAA theme: make it right from the start. C. E. Woodward. *il Ind Marketing* 31:47-8+ F '46
- Answer 11 questions about industrial direct mail; executives favor large illustrations, frown on jumbo mailings. *Ptr Ink* 213:119-20+ N 30 '45
- Auto heater is oversold by direct mail debut; Motorola. V. A. Irvine. *il Sales Management* 57:92+ S 1 '46
- Class appeal in direct mail; three approaches in pharmaceutical selling. W. T. Doyle. *il Ptr Ink* 216:79-80+ J1 19 '46
- Clever mailing piece tells of phone change. *Ptr Ink* 216:90 S 27 '46
- Customers hand-picked by new distribution industry; air-freight salesmen develop prospect list. *il Ptr Ink* 217:54+ O 25 '46
- Dealer direct-mail campaign brings increased service business; Pontiac motor division of General Motors. *il Ptr Ink* 214:36+ Ja 25 '46
- Debate on gifts with direct mail. J. H. Rader and others. *East Underw* 46:15 N 23 '45
- Direct mail cost in larger cities increasing, returns lower. C. T. Redfield and others. *Nat Underw* 50:30 O 24 '46; Same. *Nat Underw* (Life ed) 50:8 O 25 '46
- Direct mail diary. Published in monthly numbers of Advertising and selling
- Direct mail to dealers that says, it's back. *il Ptr Ink* 213:124 D 7 '45
- Distinctive mailings avoid the waste basket; color and frequency make drug pieces stand out in doctors' heavy mail. *il Ptr Ink* 214:23 F 1 '46
- Does direct mail really help salesmen? R. Stone. *il Ind Marketing* 31:64+ F '46
- Druggists urged to push radio-advertised products; Miles laboratories mailing goes to 50,000 retailers. *il Ptr Ink* 215:43 My 31 '46
- 50 winners named in annual DMAA contest. *Ptr Ink* 217:60 N 1 '46
- Frequent contests serving many purposes for this advertiser; Swingline stapling machines and staples. *Ptr Ink* 213:23 N 30 '45
- Give your letters the personal touch; direct mail advertising techniques tested for results. D. Ross. *Adv & Sell* 39:66+ Je '46
- How advertisers tell dealers about national campaigns; points to stress, others to soft-pedal. *il Ptr Ink* 215:115-16+ My 3 '46
- How Northwestern Mutual recruits salesmen by direct mail. *Sales Management* 56:106+ My 20 '46
- How to make mail advertising pay. J. W. Mason. *Rough Notes* 88:17-18 D '45
- How to protect your direct mail advertising, if undeliverable. *Dom Eng* 168:119-20 Ag '46
- Long-range institutional campaign is among mail leaders; Schaible co., Cincinnati. *Ptr Ink* 214:96+ Ja 18 '46
- Mail plans unearth thousands of leads for insurance men. *Sales Management* 56:74 F 15 '46
- Mailings as a supplement to salesmen's calls; Spartan saw works. F. Emerson. *il Ptr Ink* 213:132+ N 30 '45
- Making more profit with mail advertising dollars. P. M. Jaques. *Ptr Ink* 214:29 Ja 11 '46
- More use of direct mail looms as magazines study circulation and ad linage drives. N. Kelne. *Ptr Ink* 217:121+ O 11 '46
- Planned economies reduce cost of handling inquiries; Mullins manufacturing co. M. Adams. *il Ptr Ink* 216:38 J1 26 '46
- Porter-Cable's marketing campaign solves problem of new product promotion; wet belt machines. W. F. Schleicher. *il Ind Marketing* 30:48-9+ D '45
- Postage stamps do affect results of your mailing; color, slanting your printed permit; third-class metering. E. N. Mayer, jr. *Ptr Ink* 217:91 O 4 '46
- Preferences in direct mail; abstract. *Management R* 35:19-20 Ja '46
- Reconverting distributors by direct mail. W. D. Molitor. *Ind Marketing* 30:43+ N '45
- Select envelopes for the job your letters must do. E. N. Mayer, jr. *Ptr Ink* 217:39 O 18 '46
- Separate mailings prepared for different markets; TelAutograph corp. *Ptr Ink* 213:48 N 30 '45
- 75% return from dealer mail questionnaire helps style item; paves way for buying guide covering nine questions about WPB-affected outercoats. C. A. Lipman. *il Ptr Ink* 214:64+ Ja 4 '46
- Single book accomplishes a three-fold purpose; Uxbridge worsted co. *il Ptr Ink* 213:44+ D 28 '45
- Some hints on direct mail for the small business; 15 years have taught insurance agency man lessons about copy, postage, calendars, blotters; Bowen company. H. S. Bowen. *il Ptr Ink* 214:28-30 Mr 29 '46; Same. *Rough Notes* 89:34+ Je '46
- This industrial equipment manufacturer bears down on four fundamentals; case study: Pangborn corporation. A. L. Gardner. *il Ptr Ink* 213:25-7+ N 23 '45

**ADVERTISING, Mail—Continued**

This many-purpose direct-mail campaign strikes happy medium in copy, art and typography. Abbott Laboratories, E. M. Housman. *Il* *Ptr Ink* 213:141-3 D 7 '45

Why so many promotion pieces make a bee line to the wastebasket. D. E. Thompson. *Il* *Sales Management* 57:86+ *Jl* 15 '46

**See also**

Follow-up systems  
Mailing lists

**Brochures**

Mailings pull 45% from designers and engineers; Bakelite brochures. *Il* *Sales Management* 57:108 S 15 '46

**Folders**

Trick folds add attention value. Z. Reeves. *Il* *Inland* *Ptr* 117:62-3 *My* '46

**Printing**

Tips on preparing advertising for offset; when to provide spreads of facing pages; when to furnish text or photograph on acetate. W. D. Molitor. *Ptr Ink* 213:41-2 N 23 '45

**Return envelopes**

Don't be stingy about the size of your envelopes. D. Ross. *Ptr Ink* 217:43 O 25 '46

**Schedules**

Systematic direct mail follow-up gets maximum results. R. Stone. *Il* *Ind Marketing* 30:40-1 N '45

When's best time to mail calendars? *Ptr Ink* 214:32 *Mr* 1 '46

**Statistics**

Monthly direct-mail volume. L. J. Raymond. *Ptr Ink* 214:64 *Ja* 18 '46 [cont monthly]

**ADVERTISING, Municipal.** See *Municipal advertising*

**ADVERTISING, National**

Advertising branded parts to consumers. N. H. Borden. *Harvard Bsns R* 25 no 1:129-44 [O] '46

Advertising with an echo. N. LeValley. *Adv & Sell* 39:52 F '46

Arrived yesterday; a buyer's market in radio sets; public not accepting unknown brands. *Sales Management* 57:80+ S 1 '46

Battle of brands looms. H. M. Tremaine. *Il* *Mag of Wall St* 78:627-8+ *Ag* 31 '46

Battle of the brands. A. O. Buckingham. *Adv & Sell* 39:96 *Je* '46

Brand loyalty during the cigarette shortage. F. T. Schreier and A. J. Wood. *Adv & Sell* 38:113-14+ N '45

Brand names and free enterprise. H. E. Abt. *Comm & Fin* *Chr* 163:3477+ *Je* 27 '46

Carey's, Grand Central, a store built on brand acceptance; men's furnishings. J. A. Murphy. *Adv & Sell* 38:97 D '45

\$8,000,000 textile industry; is it ripe for brand name promotion? J. C. Cumming. *Il* *Sales Management* 54:52+ *Ap* 15; 53-4+ *Je* 1; 55+ *Je* 15; 55:100-2 *Jl* 1; 142+ *Jl* 15; 71+ *Ag* 1; 124+ *S* 1; 153-4+ *S* 15; 163-4+ O 1; 118+ N 15; 146+ D 1; 154+ D 15 '45; 56:93-4+ *Ja* 1; 164+ *Ja* 15; 110+ F 1; 161-3 F 15; 160+ *Mr* 15 '46 [reprint 25c]

Home inventory survey gives advertised brands increased preferences; tenth study by Cleveland press. *Ptr Ink* 215:102+ *My* 3 '46

Million annual gross for sales stands offering low-price brand name products. L. F. Thomann. *Ptr Ink* 217:118 O 4 '46

Persuaded to try a business paper, company is now a national advertiser; Lombard's hard-hitting trade messages. E. M. Housman. *Il* *Ptr Ink* 214:74+ *Ja* 4 '46

Selling newspaper space to national advertisers. N. H. Borden. *Harvard Bsns R* 24 no 4:438-52 [*Jl*] '46

There is a place for all good brands. W. R. Barry. *Adv & Sell* 39:57-8+ *Ag* '46

Use of newspapers by national advertisers. N. H. Borden. *Harvard Bsns R* 24 no 3:295-305 [*Ap*] '46

Uses national ads after 50 years; manufacturer of hospital and sick-room supplies develops Barca-Loafer chair. E. M. Housman. *Il* *Ptr Ink* 216:55-6 S 13 '46

Value of brands to consumers gets new promotion for 1946. *Sales Management* 56: 119 *Mr* 1 '46

**Statistics**

See *Advertising—Statistics*

**ADVERTISING, Outdoor**

Advertising went on the rocks before company achieved success; New York frame and picture co. *Ptr Ink* 215:120 *Ap* 19 '46

Five outdoor ad bills die in N.Y. legislature. *Ptr Ink* 215:126 *Ap* 5 '46

New outdoor network to raise industry standards. *Ptr Ink* 213:52 D 28 '45

Outdoor ads read by 91% of people in 3 markets. *Ptr Ink* 216:122 S 27 '46

Outdoor posters moving from highways, stressing city, road junction sites. *Ptr Ink* 216:91+ *Jl* 5 '46

Projector for outdoor ads uses colored slide-films. *Il* *Am Bsns* 16:30 *Ag* '46

Standard outdoor network sets up sales headquarters. *Ptr Ink* 215:86 *Je* 28 '46

22% of Shell advertising budget goes to outdoor. J. B. Lowery. *Il* *Sales Management* 57:108+ *Ag* 1 '46

**See also**

Airships in advertising  
Billboards  
Posters

**ADVERTISING, Point-of-sale**

Automatic salesman delivers commercial; Ad vox merchandiser. *Il* *Ptr Ink* 215:34 *Ap* 26 '46

Bacardi sales up 300% in novel demonstration; guest bartenders used in point-of-sale promotion. *Il* *Ptr Ink* 213:131 D 14 '45

California apparel creators new retail store tie-in. *Ptr Ink* 216:90 *Ag* 9 '46

Continuous point-of-sale program follows survey of dealer wants; retailers ordered \$400,000 worth of sales kits from Landers, Frary & Clark in three weeks. *Il* *Ptr Ink* 215:48-9 *Ap* 19 '46

More advertising, point-of-purchase emphasis for home furnishings this year. *Ptr Ink* 214:96 *Ja* 11 '46

Tags that tell, and sell, Spiegel's planned program. R. Epstein. *Il* *Mod Packaging* 19: 98-100+ D '45

This plan avoids waste of point-of-sale materials; dealer helps tailored to communities of specific size; Vess beverage co. B. R. Merrill. *Il* *Ptr Ink* 217:50-1 O 25 '46

**ADVERTISING, Radio.** See *Radio advertising***ADVERTISING, Soliciting of**

Agency executive gets 137 pieces of direct mail a week. I. Cunningham. *Ptr Ink* 215: 35 *My* 24 '46

Brief case notes. D. Crowell. Published in weekly numbers of *Printers' Ink*

Footnote on footwork. J. Ecclesine. *Ptr Ink* 216:124 *Jl* 26 '46

Horseplay in an advertising agency. *Il* *Ptr Ink* 215:86 *Je* 21 '46

Now that I've both sold and bought space; appraisal of media buyer's job. M. F. Decker. *Ptr Ink* 215:33-4 *My* 10 '46

Prepared advertising as an aid to space sales; help to ex-GI businessman and builds accounts for a newspaper. F. A. Schneller. *Adv & Sell* 38:70+ N '45

Selling agency service. L. W. Ellis. *Adv & Sell* 39:101 *Jl* '46

Selling newspaper space to national advertisers. N. H. Borden. *Harvard Bsns R* 24 no 4:438-52 [*Jl*] '46

What advertisers think of agencies solicitation methods; agencies seeking accounts should inform themselves about advertisers' problems. E. J. Dever, jr. *Ptr Ink* 217:50-1+ N 8 '46

What advertisers think of agency solicitation methods. E. J. Dever, jr. *Ptr Ink* 217: 31-3+ N 1 '46

**ADVERTISING, Trade union**

Union advertises for job-seeking disabled veterans. *Ptr Ink* 215:64 *My* 17 '46

**ADVERTISING agencies**

Agencies predict fall business upturn, deny abnormal summer slump. *Ptr Ink* 215:83+ *Je* 28 '46

Calendar manufacturer adds advertising agency division to build new accounts. *Ptr Ink* 214:127+ *Ja* 18 '46



**ADVERTISING agencies—Continued**

Enright's revenge; he didn't get Spooner's \$3,000,000 account but at least he got his goat. R. E. de Castro. Ptr Ink 213:27-8 D 14 '46

First 60 days are the hardest. Adv & Sell 39:35+ F '46

Growing pains of a new advertising agency. P. de Guzman. Adv & Sell 39:62+ My '46

Help for the veteran who starts an agency. L. W. Ellis. Adv & Sell 39:40+ Ap '46

If you were appointed czar of advertising, where would you start a reform movement; with the advertiser, agency or publisher? Printers' Ink jury of marketing. Ptr Ink 214:26-7 F 15 '46

It takes all kinds; cartoons based on interview with agency receptionists. B. Owen. Ptr Ink 215:46-7 Ap 19 '46

Mr Ernst doesn't like the ad business; reply to Ben Laitin. M. Ernst. Adv & Sell 39:36+ Mr '46

One agency or several? Ptr Ink 213:45-6 N 23 '45

Organizing an advertising agency; reprinted from Feb. 8, 1928, issue. M. E. Ellis. Adv & Sell 39:53+ My '46

Salaried man or small agency owner? pro and con of being own boss in a small town. H. C. Jones. Ptr Ink 214:33-4 F 22 '46

Selling agency service. L. W. Ellis. Adv & Sell 39:101 JI '46

To sell agency service build a sales manual. L. W. Ellis. Adv & Sell 39:64 S '46

What advertisers think of agency solicitation methods. E. J. Dever, jr. Ptr Ink 217:31-3+ N 1 '46

What should an agency do about television today? J. Southwell. Adv & Sell 39:66+ My '46

**Art departments**

It takes all kinds; cartoons of art directors. B. Owen. Ptr Ink 216:40 JI 5 '46

Why commercial art needs a code of buying ethics. R. E. Washburn. Ptr Ink 216:49-50 S 6 '46

**Client relations**

Advertiser-agency relationship in selecting type of media. Ptr Ink 215:75-6 My 24 '46

Agency-client relationship; advertiser's viewpoint; agency man's viewpoint. C. E. Gischel; C. Stevens. Ind Marketing 31:33-5+ JI '46

This formula keeps client criticism of ads within bounds; measuring stick for evaluating advertisements. W. D. Lindsey. Ptr Ink 214:28 Mr 15 '46

What advertisers think of agency solicitation methods; agencies seeking accounts should inform themselves about advertisers' problems. E. J. Dever, jr. Ptr Ink 217:50-1+ N 8 '46

**Contracts***See also*

Radio advertising—  
Contracts

**Employees**

Choosing a first assistant in the one-man agency. M. E. Ellis. Adv & Sell 39:57-8 Je '46

G.I. on-the-job training program offered by ad agencies and publishers. N. Kelne. Ptr Ink 215:111+ Ap 5 '46

Hidden advertising jobs. M. Wiseman. Adv & Sell 39:74+ Ag '46

How agencies compensate account executives. Ptr Ink 215:47-8 My 10 '46

How an agency trains veterans under the G.I. bill of rights. H. E. Cassidy. Ptr Ink 216:81-2+ S 27 '46

How aptitude tests can help select agency personnel. R. A. Stevens. Ptr Ink 216:36-7 S 13 '46

It takes all kinds; cartoons. B. Owen. Ptr Ink 215:46-7 Ap 19; 42-3 My 24; 216:40 JI 5 '46

Small-town agency, stepping stone to big city job; one veteran's experience. I. L. Goldman. Ptr Ink 214:31-2 F 15 '46

Time and a laugh for overtime. J. Barnettson. Ptr Ink 216:45 Ag 16 '46

Veteran lands an agency job. H. V. Thomas.

Ptr Ink 213:31-2+ D 21 '45

Who's the new guy? J. Barnettson. Ptr Ink 216:36 Ag 2 '46

**Fiction**

Antidote for The hucksters; Big noise, novel by F. Farrington. Ptr Ink 215:101 Je 21 '46

The hucksters; comments on Fred Wake-man's new book. W. Weir. Adv & Sell 39:64+ Je '46

**Management**

Army sessions were something, but agency conferences, oh, brother! Ptr Ink 216:39-40 S 6 '46

Handling the copy cub. C. V. Walker. Ptr Ink 213:50+ N 16 '45

How agencies get new business. J. A. Murphy. Adv & Sell 39:46+ O '46

Let's create a new job in the agency; Why? man. Ptr Ink 215:170 My 3 '46

Stretch to make room for veterans. F. L. McKibben, jr. Ptr Ink 213:132 D 21 '45

What did they hire me for, anyway? J. Barnettson. Ptr Ink 216:49 S 27 '46

**Offices**

Conference rooms and main offices. II plans diags Arch Forum 83:122-6 D '45

**Records**

Save a day a week with the client dope book. L. W. Ellis. Adv & Sell 39:68+ O '46

**Selection**

Chose its agency by rating replies to these 10 questions. M. Adams. Ptr Ink 215:34-6 Je 14 '46

How to measure an agency's worth. L. W. Ellis. Adv & Sell 38:52+ D '45

**Service**

Employe publications, a boon to agencies, a service for advertisers. P. F. Bikken and R. D. Breth. Ind Marketing 30:55+ N '45

Union Oil ads animate industrial research; close agency contact with Union's advertising, sales and research departments plus periodic field trips. II Ind Marketing 30:35+ O '45

**Space buyers**

Now that I've both sold and bought space; appraisal of media buyer's job. M. F. Decker. Ptr Ink 215:33-4 My 10 '46

**Statistics**

In Canada agencies place 50%, in U.S., 80% of total ads. Ptr Ink 213:68 N 16 '45

**Taxation**

Here's tax relief for that abnormal income. H. K. Marks. Adv & Sell 39:37+ Mr '46

**ADVERTISING and bankers**

Banker tells how industrial advertising affects soundness of investment. G. E. Wiedenmayer. Ptr Ink 216:36-7 JI 26 '46

**ADVERTISING and credit***See also*

Advertising and  
bankers

**ADVERTISING and employees**

Advertising; luxury or investment? Hormel gives employees the facts. H. Haupt. II Sales Management 56:46+ Mr 15 '46

Employees hear about firm's promotion plans; Imperial glass corporation. Sales Management 55:82 N 15 '45

Merchandise your ads to your workers. C. Rondonanski. II Ptr Ink 216:72 Ag 9 '46

*See also*

Advertising—Em-  
ployees, Appeal to

**ADVERTISING and salesmen**

Do your salesmen wear white shirts or overalls? time industrial advertising dresses up for real selling job! H. L. Harrison. Ind Marketing 31:33+ J '46

Does direct mail really help salesmen? R. Stone. II Ind Marketing 31:64+ F '46

Educating salesmen to use advertising; how Armstrong Cork does it. C. Hawley. Ptr Ink 213:130+ D 7 '45; Same. Sales Management 55:62+ D 1 '45

**ADVERTISING and salesmen—Continued**

How to cut waste in dealer displays; the role of the salesman and the jobber. N. J. Leigh. *Adv & Sell* 39:52+ Mr '46

In merchandising your advertising story to dealers, localize it! more sales and windows for Bauer & Black, H. E. Green. *Ptr Ink* 213:21-2 N 30 '45

Mailings as a supplement to salesmen's calls; Spartan saw works. F. Emerson. *Ptr Ink* 213:132+ N 30 '45

25 points in selling your advertising to sales trainees. F. A. South. *Ptr Ink* 217:35-7 O 11 '46

\$200 stunt made our salesmen wild about this selling tool; Remington Rand sales brochure wins sales department's enthusiastic acceptance. S. Hiles. *Ptr Ink* 217:50-1 O 18 '46

We quizzed our salesmen about our ad plans; Investors syndicate, Minneapolis. W. R. Gerler. *Ptr Ink* 217:44-5 O 25 '46

**ADVERTISING and war**

Most wartime ads were good! R. S. Nicholson. *Ptr Ink* 213:21 N 16 '45

Shift from service to sell in Frigidaire advertising. F. H. Peters. *Adv & Sell* 39:54+ Ja '46

Studebaker's advertising gets nationwide recognition. *Ind Marketing* 31:54+ Mr '46

Team work and mobility explain remarkable success of fat salvage drive. R. W. Peet. *Ptr Ink* 214:21-2+ Ja 11 '46

Three varieties of industry war record; U.S. Steel, Shell Oil and Du Pont show high effectiveness. *Ptr Ink* 215:69 Ap 5 '46

Wartime advertising awards. *Adv & Sell* 39:41-72 Ja '46

**ADVERTISING appropriations**

Ad manager still key man when appropriations are set. H. Burnett. *Ind Marketing* 31:29-30+ O '46

Advertising budget and the line of products; specific practices of advertisers with a varied line of products to promote. *Ptr Ink* 214:40+ Ja 11 '46

Advertising budgets need specific objectives to win management's ok. *Ind Marketing* 30:206 D '45

Advertising reserves are essential to flexible budgets. *Ptr Ink* 214:65-6+ F 1 '46

Allocate 10% of ad budgets to educate public to need of management-labor teamwork. H. W. Steinkraus. *Ptr Ink* 215:35-7 My 3 '46

Did we or didn't we get our ad budget approved? T. Marvin. *Ind Marketing* 31:70+ Mr '46

Flexible advertising budgets essential to sound selling; how far ahead appropriation policies should be planned. *Ptr Ink* 214:34+ Ja 18; 78+ Ja 25 '46

Four dangers in setting up the advertising budget. *Ptr Ink* 213:36+ D 14 '45

How much of new product budget for trade media? P.I. study. *Ptr Ink* 215:74+ Ap 12 '46

How much should we appropriate for advertising? *Ptr Ink* 214:63-4+ F 8 '46; Correction. 214:44 F 22 '46

How new product budget is set by months. *Ptr Ink* 215:43-4+ Ap 19 '46

How to determine the size of the advertising budget; percentage of sales and task. *Ptr Ink* 213:26-8 D 28 '45

How to spend the advertising appropriation for advertising. *Ptr Ink* 213:28-30 D 21 '45

Huge '47 ad budgets for luxury gifts predicted in battle for consumer dollar; perfume and cosmetics, jewelry, candy, flowers. N. Keline. *Ptr Ink* 216:69+ Ag 30 '46

Industrial advertisers increase budgets; NIAA national survey. *Ind Marketing* 30:102+ D '45

Leading advertisers of 1945 and their expenditures; 653 companies invested \$446,928,447 in magazines, farm papers and network radio; tabulation 1942-1945. *Ptr Ink* 214:31-2+ Mr 22 '46; Correction. 215:94 Ap 5 '46

Rail advertising shows decline in 1945. F. Snow. *Adv & Sell* 39:70+ J1 '46

Report reveals advertising investments in major media. *Sales Management* 57:64 Ag 15 '46

Rising costs won't inflate ad appropriations; P.I. jury reports. V. J. Dallaire. *Ptr Ink* 217:35-8+ O 4 '46

Setting up the advertising budget for the new product. *Ptr Ink* 214:21-2+ Mr 22; 31-2+ Mr 29 '46

Seven basic points for the advertising appropriation policy. *Ptr Ink* 213:19-20 D 7 '45

Some case studies in advertising budget methods; based on field study among 50 leading advertisers. *Ptr Ink* 214:46+ Ja 4 '46

These are advertising's overspenders; analysis of three chief classes of offenders. R. R. Updegraff. *Adv & Sell* 39:41-2+ My '46

Van and storage company finds 4% for advertising good investment. *Ptr Ink* 214:66 Ja 18 '46

**ADVERTISING art**

Art directors show, 1946. C. Colner. *Adv & Sell* 39:46-7 My '46

Chicago art directors club picks 29 ad art winners. *Ptr Ink* 215:138 My 3 '46

Doesn't believe that advertising art can be art. M. Morris. *Ptr Ink* 214:95+ Mr 1 '46

In defense of art directors. M. Ancker. *Ptr Ink* 216:50+ S 20 '46

Must ad be obviously relevant to product? no, says Minneapolis-Moline. H. E. Green. *Ptr Ink* 213:22-3 D 7 '45

N.Y. art directors name 293 contest winners. *Ptr Ink* 214:100 Mr 29 '46

Philadelphia art directors add Blue cross exhibit. *Ptr Ink* 213:37 N 16 '45

There's good hunting on 57th st., Mr art director; kinship between advertising and gallery art. F. N. Price. *Ptr Ink* 214:26-8 Mr 8 '46

West Coast art exhibit award winners named. *Ptr Ink* 214:77 Mr 8 '46

Why commercial art needs a code of buying ethics. R. E. Washburn. *Ptr Ink* 216:49-50 S 6 '46

See also

Advertisements, Pictorial  
Posters

**ADVERTISING artists**

Swell piece of art—but! reason why agencies and advertisers drive artists mad. C. W. Cook. *Ptr Ink* 214:28 Mr 22 '46

See also

Advertising agencies  
—Art departments

**ADVERTISING as a profession**

Advertising youth must be served. M. B. Pearlman. *Adv & Sell* 38:74 N '46

British advertisers attempt to make advertising a profession. J. L. Love. *Ptr Ink* 216:83-4+ S 20 '46

Gentleman to see you. E. H. Pearson. *Ptr Ink* 214:160 F 15 '46

Guidance group finds promising sales talent among veterans. C. K. Brett. *Sales Management* 56:77+ My 20 '46

How many people in advertising? *Ptr Ink* 215:45-6 My 31 '46

Industrial advertising as a career for the ex-serviceman. R. D. Towne. *Ptr Ink* 214:32-4+ F 8 '46

Job front, 1946. M. Wiseman. *Adv & Sell* 39:109-10+ Je '46

Job-seeking servicemen o.k. advertising industry's cooperation; P.I. survey. W. Wegge. *Ptr Ink* 215:56+ Je 14 '46

Jobs in advertising. A. T. Falk. 16p \$1 for 25 Bureau of research and education, Advertising federation of America, 330 W. 42d st, New York 18 '46

Listen, McCarthy, admen can be trained; suggesting establishment of advertising agency at some university. M. Goldman. *Ptr Ink* 213:32+ N 16 '45

My life in advertising; reprint of autobiography. C. C. Hopkins. *Adv & Sell* 39:41-8 F; 41-8 Mr; 41-8 Ap; 49-56 My; 49-56 Je; 49-56 J1 '46

New York advertisers help vets perfect job-finding techniques. *Sales Management* 55:159+ D 1 '45

Small-town agency, stepping stone to big city job; one veteran's experience. I. L. Goldman. *Ptr Ink* 214:31-2 F 15 '46



**ADVERTISING as a profession—Continued**

- So you want to go into advertising? M. O'Dea. *Ptr Ink* 213:33-4+ D 28 '45  
 Teachers of advertising; at \$3,000 a year! E. C. Stark. *Ptr Ink* 216:132 Ag 9 '46; Replies. C. E. Wolff and others. *Ptr Ink* 216:58+ Ag 30 '46  
 Training advertising personnel. C. Hawley. *Ind Marketing* 31:31-3+ J1 '46  
 Veteran lands an agency job. H. V. Thomas. *Ptr Ink* 213:31-2+ D 21 '45  
 What ex-servicemen think about jobs in advertising; P. I. survey. W. Wegge. *Ptr Ink* 215:75-6+ Je 21 '46  
 What the veteran wants to know about jobs in advertising; false encouragement is no encouragement. J. McCarthy. *Ptr Ink* 213:32+ N 23 '45

**ADVERTISING association of the West**  
 Pacific association renamed, adds west Canada; to extend public service advertising. L. Thomann. *Ptr Ink* 216:92 J1 5 '46

**ADVERTISING associations**

Women in advertising organize for educational work under A.N.A. sponsorship. E. M. Housman. *Ptr Ink* 215:77+ Ap 5 '46

*See also*

Association of national advertisers	National industrial advertisers association
Automotive advertisers council	

**ADVERTISING awards**

- American Brass winning DMAA theme: make it right from the start. C. E. Woodward. *Il Ind Marketing* 31:47-8+ F '46  
 APRA presents 44 annual awards for outstanding achievements. L. Ross. *Il Ind Marketing* 31:50-1+ My '46  
 ABP makes awards for best business-paper campaigns. *Ptr Ink* 215:30-2 Ap 12 '46  
 ABP winners receive awards in New York and Chicago. *Il Ind Marketing* 31:34-6+ My '46  
 Awards by Art directors club of Chicago. *Il Ptr Ink* 215:38-9 My 10 '46  
 Case histories of business-paper advertising campaigns; ABP award winners. *Il Ptr Ink* 215:40-2+ My 10; 44-6 My 17 '46  
 Chicago art directors club picks 29 ad art winners. *Ptr Ink* 215:138 My 3 '46  
 CFAC honors industrial campaigns. *Il Ind Marketing* 31:40-2+ Je '46  
 Copy chasers name ad panel winners at NIAA conference in Atlantic City. *Il Ind Marketing* 31:130-2 J1 '46  
 Elizabeth Eyerly wins Erma Proetz award. *Ptr Ink* 215:98 Je 7 '46  
 50 winners named in annual DMAA contest. *Ptr Ink* 217:60 N 1 '46  
 Louisville publisher wins NNPA award for varied use of newspaper promotion. *Ptr Ink* 215:134+ My 3 '46  
 N.Y. ad women distribute prizes. *Ptr Ink* 215:114 My 10 '46  
 N.Y. art directors name 293 contest winners. *Ptr Ink* 214:100 Mr 29 '46  
 P.U.A.A. awards prizes. *Gas Age* 98:21-3 J1 11 '46  
 Research, teamwork, follow-through; Rubberset company's campaign for nylon brushes won NIAA award. W. Doty. *Il Ind Marketing* 31:51-2+ S '46  
 Wartime advertising awards. *Il Adv & Sell* 39:41-72 Ja '46  
 West Coast art exhibit award winners named. *Ptr Ink* 214:77 Mr 8 '46  
 Winners in Chicago federated advertising club competition. *Ptr Ink* 215:120 My 10 '46  
 Winning advertising art at Art directors club of New York exhibit. *Il Ptr Ink* 215:26-7 Ap 5 '46

*See also*

Radio advertising—Awards

**ADVERTISING campaigns**

- Benjamin's program correlates production, markets and promotion; three-year campaign plan. *Ind Marketing* 30:40-1+ D '45  
 Better product, but it looks like cheaper rivals; what to do? Libbey Glass heat-treated tumbler. K. C. White. *Il Sales Management* 56:60+ Mr 1 '46

- Bulk cleanser sold to institutions now branded and packaged for consumers; advertising helped win acceptance for Marvene. *Il Ptr Ink* 215:105 Je 14 '46  
 Case histories of business-paper advertising campaigns; ABP award winners. *Il Ptr Ink* 215:40-2+ My 10; 44-6 My 17 '46  
 Coordination is key to this advertising success; new Rubberset nylon paint brush. E. R. Brown. *Il Ptr Ink* 217:59-60 O 18 '46  
 Eight department stores bunch Wilkens fashion ads in one magazine. *Il Ptr Ink* 215:99 Ap 5 '46

Fashion is theme of advertising for sun glasses; textiles, sport clothes, compacts, build department-store promotion around sun glasses. *Il Ptr Ink* 215:44-5 Ap 26 '46  
 Point-of-purchase promotion plus merchandising use of product and other high spots in 1946 campaign of Bendix home appliances. H. E. Green. *Ptr Ink* 213:29-30+ D 14 '45

Sales strategy that opened a rich new market for Rit. P. H. Schatz. *Il Sales Management* 57:37-41 Ag 1 '46

Team work and mobility explain remarkable success of fat salvage drive. R. W. Peet. *Il Ptr Ink* 214:21-2+ Ja 11 '46

Theaters are their customers; but promotion woos movie audiences; Altec makes radio and loudspeaker equipment. H. Bessey. *Il Sales Management* 55:46+ Ap 15 '46  
 This unusual campaign solves a common problem; case history of ad campaign by House of Vision. E. J. Dever, Jr. *Il Ptr Ink* 217:46-8 O 18 '46

Tie-in with Conover models draws spotlight to new style luggage. *Ptr Ink* 217:78 O 25 '46

Westinghouse electronics industry campaign. *Il Ind Marketing* 31:37+ F '46

*See also*

Recruiting campaigns

**Moving picture tie-in**

Marxman Pipes and Warner brothers cooperate in ad-promotion tie-in. *Il Ptr Ink* 215:104 Je 21 '46

**Special weeks**

1946 merchandising days and weeks. *Ptr Ink* 213:26 N 16 '45

**Teaser campaigns**

Interest in teaser technique revives. E. J. Cunningham. *Il Ptr Ink* 214:25-7+ Ja 18 '46

**ADVERTISING cards**

- Factors in car card appeal listed in Transit-ad survey. *Ptr Ink* 216:134 S 13 '46  
 How effective is transportation advertising; results of studies. A. W. Lehman. *Il Adv & Sell* 39:51-2+ Ag '46  
 Milwaukee transportation advertising gets 20% average readership, study shows. *Ptr Ink* 214:123 Mr 15 '46

**ADVERTISING characters**

- Animated trade characters; evaluation by 14 consumer-industrial advertisers. R. H. Ganly. *Il Ptr Ink* 213:26-7+ D 21 '45  
 Claytoons reach out for new markets in merchandise lines; Mother Goose Claytoon-illustrated; next step may be Claytoon-character dolls, etc. *Il Sales Management* 55:79 N 15 '45  
 Fisk tires trade-mark; how it doubles in brass. *Il Sales Management* 56:107+ Je 15 '46  
 Little man in checked coat to sell driving safety; Raybestos has abandoned scare approach. *Il Sales Management* 57:75-6+ Ag 1 '46  
 New trade character is a rag doll. *Il Ptr Ink* 216:72 S 27 '46  
 One company's trade character embarrassed another company. *Il Ptr Ink* 214:34 Ja 4 '46  
 Phoebe Snow's inventor. E. E. Calkins. *Adv & Sell* 39:132+ Je '46  
 Presenting Johnny; the life and times of Philip Morris' mighty midget. P. W. Kearney. *Il Adv & Sell* 38:35+ N '45  
 Quaker oats modernizes a 69-year-old character. *Il Mod Packaging* 19:126-31 Mr '46  
 Sue Chard, living trade-mark, to help simplify pronunciation of candy name. *Il Ptr Ink* 216:94 J1 12 '46

When it comes to the headline, do you freeze  
up? J. L. Jones. Ptr Ink 213:170+ D 14 '45



## ADVERTISING copy—Continued

## Historical appeal

American Brakeblok series dramatizes brake history. *il Ind Marketing* 31:60 Mr '46  
Then-and-now theme gains attention for ads; historically correct paintings of century-old customs feature copy for Nescafé. *il Ptr Ink* 215:45 Je 21 '46

## Language, style, etc.

ABC rules (three only) for Latin-American copy writing. L. G. Dillon. *Ptr Ink* 215:81-2+ Je 21 '46  
Be sure it's clear. W. R. Mason. *Ptr Ink* 216:74 S 20 '46  
Careful thinker, lucid writer. W. R. Bowler. *Ptr Ink* 215:156 Ap 26 '46  
He learned about Latin-American Spanish the hard way; insurance publisher uses North American translator. R. W. Osler. *Ptr Ink* 215:69 Ap 19 '46  
More about writing. M. Wiseman. *Adv & Sell* 39:92+ F '46  
Right across the ditch. H. Halsell. *Adv & Sell* 38:44 N '45  
Where's your grammar? she's dead. J. Barnettson. *Ptr Ink* 214:164 Ja 25 '46

## Moving picture tie-in

How movies provide promotion for products. B. de Baltazar. *il Ptr Ink* 217:42-3 O 11 '46  
Royal Crown opens biggest movie tie-up, featuring Bing Crosby. *il Ptr Ink* 214:124 Ja 25 '46

## News appeal

News angles give life to run-of-mine ads. J. Williams. *il Ptr Ink* 217:39-40 N 1 '46

## Numerals

Numbers are good copy; B & W advertising shows figures need not be cold. C. M. Neighbors. *il Ind Marketing* 31:43+ Je '46

## Premium offers

Featuring the premium in printed advertising. *il Ptr Ink* 216:55-6+ Jt 5 '46  
Premium users and their offers. *il Ptr Ink* 215:83-5+ My 10 '46

## Price quoting

Price, an essential element in copy. C. J. Swan. *Ptr Ink* 217:37-8+ O 18 '46  
Shall we display and advertise price? public says yes! *Sales Management* 56:46+ F 15 '46

## Quality appeal

High-priced items using hidden product provide dramatic theme; Talon fasteners. *Ptr Ink* 216:60 Ag 9 '46  
Maker of raw material controls use of product through consumer advertising; Celanese plastics corp. *il Ptr Ink* 216:42-3 Jt 26 '46

## Reason appeal

News in industrial advertising. J. O. Harte. *Ptr Ink* 217:40-1 O 18 '46  
Tell me quick and tell me true (or else, my love, to hell with you!) satire. V. O. Schwab. *Adv & Sell* 39:64 Mr '46

## Revision

Some clients always rewrite copy. C. Rondomanski. *Ptr Ink* 216:60 S 13 '46

## Romantic appeal

Kissing is a business; romantic antics in our national ads. F. J. Ostler. *il Adv & Sell* 38:50+ D '45

## Safety appeal

Accident that didn't happen; Bear mfg. company's 1946 plans. *il Ind Marketing* 31:60+ My '46  
Little man in checked coat to sell driving safety; Raybestos has abandoned scare approach. *il Sales Management* 57:75-6+ Ag 1 '46  
Safety has a wide sales appeal. C. D. Murphy. *il Ptr Ink* 214:30+ Ja 11 '46

## Service appeal

Link-Belt sells company as symbol of quality for one source supply. G. D. Crain, jr. *il Ind Marketing* 31:29+ Ja '46

## Sex appeal

Sex angle used to sell toiletries to men. *il Ptr Ink* 217:44 N 1 '46

## Shorthand

Shorthand ad copy proves effective for Max Schling. *Ptr Ink* 216:110 S 6 '46

## Special offers

Advantages and disadvantages of special deals; advice on use of word free. *il Ptr Ink* 215:27-9 Ap 12 '46  
Combination offers. *il Ptr Ink* 215:42-3 My 3 '46  
Special offers to introduce new products; from price reduction to trial packages. *il Ptr Ink* 215:40-1 Ap 26 '46

## Sports appeal

Public's interest in sports reflected in ad campaign. A. P. Bondurant. *il Ptr Ink* 217:40 O 11 '46

## Testimonials

Study shows stamps of approval influence women in buying; 62.4% of respondents to Good Housekeeping survey say product endorsements guide selection. *Ptr Ink* 213:157 D 7 '45

## Themes

Don't abandon sales themes just because they bore you! *Sales Management* 57:80 O 1 '46  
Industrial copy should feature a basic sales idea. J. T. Chirurg. *il Ptr Ink* 216:34-6 Ag 2 '46  
Power of reality in advertising; real-life situations as basic topics. R. E. Morris. *Adv & Sell* 38:33-4+ N '45  
What can you say in advertising if you have nothing to sell? five rules for small manufacturers. *il Sales Management* 57:123 N 1 '46

## Use appeal

Advertising broadens opportunity to sell new brake linings; negative fear appeal gives place to positive. *Ptr Ink* 215:123 My 3 '46  
Feature function in industrial ads to up their pulling power; how-and-why copy sells dial indicators and gages to technical audiences. I. A. Hunt. *il Ptr Ink* 213:36+ D 21 '45  
Giddings & Lewis advertises field performance facts. E. K. Morgan. *il Ind Marketing* 30:48-9 N '45  
Women read ads for facts! J. Kift. *Ptr Ink* 216:33-4 S 6 '46

## ADVERTISING copy writers

Advertising men can have literary careers. W. A. Lowen. *pos Ptr Ink* 213:22-3 N 23 '45  
Can you write? M. Wiseman. *Adv & Sell* 38:69+ D '45  
Copywriter's job. M. Wiseman. *Adv & Sell* 38:62+ N '45  
Cub answers the grizzlies. El. Gramm. *Ptr Ink* 214:160 F 22 '46  
Handling the copy cub. C. V. Walker. *Ptr Ink* 213:50+ N 16 '45  
How to become (and remain) an industrial copy writer; ten helpful tips. R. A. Sholl, jr. *Ptr Ink* 214:58+ Ja 18 '46  
How to get copy-writing experience, maybe a job. M. Abbott. *Ptr Ink* 215:48+ Ap 5 '46  
It takes all kinds; cartoons. B. Owen. *Ptr Ink* 215:42-3 My 24 '46  
Listen, McCarthy, admen can be trained; suggesting establishment of advertising agency at some university. M. Goldgar. *Ptr Ink* 213:32+ N 16 '45  
More about writing. M. Wiseman. *Adv & Sell* 39:92+ F '46  
New York ain't America; New York copy writers. L. C. Flaherty. *Ptr Ink* 213:124 D 23 '45  
Organizing an advertisement. M. Wiseman. *Adv & Sell* 39:78+ S '46  
P is for Poochey: W D Y T. *Ptr Ink* 217:77-8 O 11 '46  
Random thoughts of a copy man. J. H. Rogers. *Ptr Ink* 216:108 Ag 30 '46  
Rx for New Yorkitis. C. Helm. *Ptr Ink* 214:153 F 8 '46  
Salesman asks; why don't copy writers go out and sell the product? R. W. Lake. *Ptr Ink* 216:29-31 Ag 30 '46

## ADVERTISING copy writers—Continued

Should only women write copy for women? K. Millard. *Ptr Ink* 216:35 J1 19 '46; Reply (Let's keep sex out of this). V. S. Francis. *Reply* (Women's work is never won). R. Kellogg. 216:46 Ag 2 '46; Reply (Run for cover, Mr Millard!) H. Bernstein and others. 216:57-8+ Ag 16 '46; Reply (Writing advertising isn't a matter of sex!) M. Brown. 216:58+ Ag 23 '46  
Stick to the facts and ignore the frills. W. Weir. *Adv & Sell* 38:50+ N '45  
Today's copy writers are getting soft. J. D. Woolf. *Il Ptr Ink* 216:36-7 J1 12 '46  
Would-be copy writers must take aptitude test; part of Cincinnati club's help for veterans. *Ptr Ink* 214:27 Mr 29 '46  
You, and people. M. Wiseman. *Adv & Sell* 39:122+ Ja '46

## ADVERTISING council

Have we failed to sell peace? M. G. Rollins. *Adv & Sell* 39:112 Ap '46  
New advertising council campaign aims to relieve shortage of nurses. *Il Ptr Ink* 215:44+ My 24 '46  
What the Advertising council means to industrial marketing. C. B. McDonough. *Ind Marketing* 31:55-6+ Je '46  
Young re-elected chairman. *Ptr Ink* 214:124 Mr 15 '46

## ADVERTISING departments

Ad clinic for non-advertising personnel proves popular; U.S. Rubber division home-office dress parade of its advertising and sales-promotion program. R. Hanes. *Il Ptr Ink* 215:23-6 Ap 12 '46  
ANA analyzes advertising setup as part of company organization. *Sales Management* 57:46 J1 15 '46  
Bakelite's advertising organization chart. *Ind Marketing* 30:92 D '45  
Broadening functions of advertising charted by ANA; study of 202 company advertising departments. *Ptr Ink* 215:46 Je 23 '46  
Did we or didn't we get our ad budget approved? T. Marvin. *Il Ind Marketing* 31:70+ Mr '46  
How one industrial supplier reorganized for postwar sales; Chase bag company centralizes advertising, sales promotion, publicity, market research in one department. J. P. Grady. *Ind Marketing* 31:27-8+ Ag '46  
Improving industrial design through the advertising department. J. G. Jondeleit. *Ind Marketing* 31:33 Mr '46  
New responsibilities for the advertising department; should become creative service center, help management with merchandising problems. H. E. Fry. *Ptr Ink* 216:36-7 Ag 30 '46  
Opportunity for advertising to promote better employee relations. W. F. Rockwell. *Ind Marketing* 31:62+ Ap '46  
Study on organization of the advertising function. 173p Assn. of National advertisers, 285 Madison av. New York 17 '46  
Top management less active in selection of media; study of executives responsible for selecting the list shows more authority given advertising departments. *Ptr Ink* 215:33-4+ My 17 '46  
What the advertising manager can do to help employee relations. L. H. Hill. *Il Ind Marketing* 31:31-2+ My '46  
Why Esso advertising men spend half their time in the field. R. M. Gray. *Sales Management* 57:48+ J1 15 '46

## See also

## Advertising managers

## ADVERTISING displays

Designing with acrylics; some considerations. D. A. Rothrock. *Il diag Mod Packaging* 19:112-15 F '46  
How to cut waste in dealer displays. N. J. Leigh. *Il Adv & Sell* 39:36+ F; 52+ Mr '46  
Mammoth acrylic display dome; in downtown Detroit, carrying out Ford slogan. *Il Mod Plastics* 24:106-7 O '46  
Premiums in plastics. C. A. Breskin. *Il Sci Am* 174:158-60 Ap '46  
Too good to be true; Imitation food display company. Mary Inman's studio. L. H. Singer. *Adv & Sell* 38:93 D '45  
Vitalized blue flame for display. D. W. Frye. *Il Gas Age* 96:25 D 27 '45; Same. *Am Gas Assn Mo* 28:19 Ja '46

## ADVERTISING ethics

Advertising is already regulating itself on a big scale through the Better business bureaus; what more is needed? E. L. Greene. *Ptr Ink* 214:40+ F 8 '46  
Before advertising can regulate itself; questions to be faced. *Ptr Ink* 213:21-2 D 21 '45  
Confucius had a word for it. S. Hopper. *Ind Marketing* 31:43-4 Ag '46  
Consumer has his say on advertising code. J. E. Rooney. *Ptr Ink* 214:50 Mr 15 '46  
Consumer is a jerk! hence responsible for offensive advertising. H. G. Sawyer. *Ptr Ink* 214:23-5 Mr 1 '46; Reply (To believe that the consumer is a jerk is dangerous doctrine). R. L. Edsall. 214:44+ Mr 15 '46; Discussion. 214:73-6 Mr 22 '46  
Credit jewelers adopt fair trade practice rules. *Ptr Ink* 215:92 Je 23 '46  
Drug, cosmetic and tobacco ads are greatest offenders. *Ptr Ink* 214:23-4 F 22 '46  
How is your advertising advertising advertising? J. Barnettson. *Ptr Ink* 215:45 My 10 '46  
How sensitive is the conscience of advertising? J. Benson. *Ptr Ink* 215:146 Je 21 '46  
Hughes fight tightens administration of Hollywood code on advertising. L. F. Thomann. *Ptr Ink* 216:122 S 13 '46  
If you were appointed czar of advertising, where would you start a reform movement; with the advertiser, agency or publisher? Printers' Ink jury of marketing. *Ptr Ink* 214:26-7 F 15 '46  
NAEA adopts revised code of ad ethics. *Ptr Ink* 215:110 Je 21 '46  
One way to increase public confidence in business. J. Benson. *Adv & Sell* 39:54 O '46  
Printers' Ink jury of marketing opinion says: responsibility for bad advertising rests with the advertiser. *Ptr Ink* 214:21-3 F 8 '46  
Proprietary Association hits medical ad copy, urges self-regulation with media help. *Ptr Ink* 215:125+ My 17 '46  
Responsibilities of a commercial radio sponsor. S. C. Gale. *Adv & Sell* 39:220 Ja '46  
The truth, so help me! A. J. Griffin. *Adv & Sell* 39:106 O '46  
When does sales puffing become misrepresentation? A. W. Gray. *Adv & Sell* 39:40+ F '46

## ADVERTISING federation of America

Annual meeting, 42d. *Ptr Ink* 215:98 Je 7 '46  
Convention, Milwaukee, May 23. *Sales Management* 56:133-4 Je 15 '46  
Industrial advertising departmental session. *Ind Marketing* 31:50 J1 '46

## ADVERTISING literature

Today's children are tomorrow's customers; some projects meeting with teacher acceptance. *Il Sales Management* 57:90-2+ S 15 '46  
U.S. Steel shows how to merchandise technical literature. M. L. Neison and H. J. Anderson. *Il Ind Marketing* 31:38-9 J1 '46  
Women's clubs welcome an honest business approach. T. B. Wells. *Il Ptr Ink* 216:41-3 S 27 '46  
Working formula for technical manuals; design specialists revamped literature. G. Cushing. *Il diag Ind Marketing* 31:44+ S '46

## See also

## Catalogs

## Bibliography

Free for the asking. Published in monthly numbers of Textile world  
Helpful bulletins containing answers to many operating and maintenance problems. Published in monthly numbers of Power plant engineering  
Manufacturers' literature. Published in monthly numbers of Materials & methods  
New bulletins; 478 items covering equipment and supplies used by power engineers. *Power* 89:918A-918B+ Mid-D '45  
New products and practices; selected information. *Aviation* 45:153-4+ Ja '46  
Trade literature. Published in monthly numbers of Aero digest  
What's new in manufacturers' literature; metals, metal work, equipment, etc. *Metal Prog* 49:160a-160b Ja '46 [cont monthly]



**ADVERTISING managers**

- Ad manager still key man when appropriations are set. H. Burnett, Ind Marketing 31:29-30+ O '46
- 14 basic functions of an industrial ad manager. M. R. Crossman. Ptr Ink 216:33-9 Ag 9 '46
- Getting the generals to go along with your budget; show them some objectives that they will support. J. T. Chlrurg. Ptr Ink 213:112+ N 30 '45
- How advertising managers can grow in stature; management's viewpoint. N. C. Hurley, Jr. Ind Marketing 31:51-2 JI '46
- Just what is an advertising manager's job? N. B. Jackson. Ptr Ink 216:40-1 JI 19 '46

See also

Marsteller, William A.

**ADVERTISING mediums**

- Advertiser-agency relationship in selecting type of media. Ptr Ink 215:75-6 My 24 '46
- British paper shortage develops subsidiary media. H. J. Warman. Ptr Ink 213:114 D 21 '45
- How new product budget is set by months; media changes and preliminary testing. Ptr Ink 215:43-4+ Ap 19 '46
- Major advertising media show big gains. Bsns W p38 Ag 24 '46
- Media pool data to sell San Diego as a market. Sales Management 56:68 Ja 15 '46
- Radio, movies, publications increase each other's audience. L. Handel. Ptr Ink 216:42-3 JI 19 '46
- Selecting media list is joint client and agency job, with advertiser retaining final say. Ptr Ink 215:69-71 My 31 '46
- Top management less active in selection of media; study of executives responsible for selecting the list shows more authority given advertising departments. Ptr Ink 215:33-4+ My 17 '46

See also

- |                              |                                |
|------------------------------|--------------------------------|
| Advertising, Soliciting of   | Match books                    |
| Airships in advertising      | Moving pictures in advertising |
| Comics (books, strips, etc.) | Radio advertising              |
|                              | Slide films                    |
|                              | Television advertising         |

**Advertising**

- Agency executive gets 137 pieces of direct mail a week. I. Cunningham. Ptr Ink 215:35 My 24 '46
- Don't let your media ads die on the vine. Adv & Sell 39:65+ Ap '46
- Help; agency man weary of publication literature. R. Kircher. Adv & Sell 39:52 Ag '46
- Let media advertising quit being coy! F. A. Kummer, Jr. Ptr Ink 216:158 S 6 '46; Discussion. 217:63 O 1 '46

**Engineering journals**

- Primer for engineers. H. E. Fry. Ind Marketing 31:25-6+ Ag '46
- Promotion program to radio engineers. Ind Marketing 31:127 O '46

**Farm papers**

- Farm Journal releases data sheets for all counties in the U.S. E. C. Schindler. Sales Management 56:106-7 Ja 15 '46
- Farm publications; advertising linage; three-year comparative totals, 1943-1945; tables. Ptr Ink 214:134 F 1 '46
- Leading advertisers of 1945 and their expenditures; 653 companies invested \$446,928,447 in magazines, farm papers and network radio; tabulation 1942-1945. Ptr Ink 214:31-2+ Mr 22 '46; Correction. 215:94 Ap 5 '46
- Sells results, not product, and gets farmers' orders; farm publication advertising helps Graham-Paige break into farm equipment market. H. E. Green. Ptr Ink 216:33-9 Ag 30 '46

**Fiction**

- Media men, say howdy to your newest competitor; introducing commercials into fiction. J. L. Love. Sales Management 56:90+ Ap 15 '46

**Finance**

- Timely survey of publishing and broadcasting stocks; with statistics on leading companies. G. L. Merton. Mag of Wall St 79: 89-91 O 26 '46

**Foreign language press**

- Hints on advertising to foreign language groups. C. D. Maddy. Adv & Sell 38:68+ N '45

**Match books**

- How book matches became an advertising medium. S. Little. Adv & Sell 39:64+ My '46
- Match-book messages on racial intolerance may extend to other media; liquor distributor to test before-and-after effect. E. Cunningham. Il Ptr Ink 213:24 D 7 '45

**Newspapers**

- Ad bureau announces analytical plan to boost space sales sectionally; abstract. A. B. Stanford. Ptr Ink 214:92 F 1 '46
- Ads top news stories in teen-age readership; study by Minneapolis Star. L. E. Borg. Adv & Sell 39:58+ O '46
- Advertisers even though only 2% of audience are prospects; newspaper copy helps build million-dollar volume for Morton show case co. Ptr Ink 216:62+ Ag 9 '46
- Advertising. R. W. Babson. Comm & Fin Chr 164:2217 O 31 '46
- Ailing press; neglect of market research. Bsns W p90+ Mr 23 '46
- ANAN asks support of newspaper reps to meet challenge of radio, magazines. Ptr Ink 214:115+ F 15 '46
- Cooperation with admen urged on publishers; abstract. C. H. Ferguson. Ptr Ink 215:128 Je 14 '46
- How to use coupons in a sampling campaign; distribution through newspapers. R. Collier. Il Ptr Ink 215:38-9+ Je 14 '46
- Leading newspaper advertisers in 1945. Ptr Ink 215:48-50+ Ap 26 '46
- Monthly index of newspaper advertising; graph. Ptr Ink 214:118 Ja 4 '46 [cont monthly]
- National advertising in newspapers. N. Borden, M. Taylor and H. T. Hovde. 500p \$5 Harvard univ. press; Review by R. Webster. Ptr Ink 214:94+ Mr 22 '46
- Newspaper campaign raises insecticide sales. Il Ptr Ink 213:133-9 N 16 '45
- Newspapers discussed. R. W. Babson. Comm & Fin Chr 162:2370 N 15 '45
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Airplane stability	Wind tunnels
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Airplanes—Design	

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See also

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also subdivision Air conditioning under special subjects, e.g.

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CAB decision on AA-MCA merger will establish important precedent. *Aviation* N 4:34 N 19 '45

Debentures and preferred stock offered. *Comm & Fin Chr* 163:3278 Je 17 '46

Merger of AA, MCA meets opposition. *Aviation* N 4:42 N 12 '45

Stock offered. *Comm & Fin Chr* 163:1997-8 Ap 15 '46

**AMERICAN and British-Commonwealth association**

A B C; the work of the American and British-Commonwealth association. W. E. Simnett. *Assn of Sp Lib & Inf Bur Proc* 1945:43-4

AMERICAN and foreign insurance company Golden anniversary. *Spectator (Property ed)* 12:20 S 28 '46

AMERICAN and foreign power company, inc. Annual report. *Comm & Fin Chr* 163:3126 Je 10 '46

Earnings on upgrade. *Barron's* 26:7 O 28 '46

New plan. *Comm & Fin Chr* 164:1784 O 10 '46

New plan. O. Ely. *Pub Util* 38:556-7 O 24 '46

**AMERICAN association for the advancement of science**

AAAS buys Washington building site. *il plan Science* 103:591-2 My 10 '46

Audit of financial records, 1944. F. R. Moulton. *Science* 103:250-8 Mr 1 '46

Meeting, St Louis, March 27-29; Science exhibition. *Science* 103:262-70, 273-9 Mr 1 '46

Meeting, one hundred twelfth, St Louis. *Science* 103:506-24 Ap 26 '46

Officers, 1946. *Science* 103:9 Ja 4 '46

112th convention, St Louis. *Chem & Eng N* 24:1054-7 Ap 25 '46

Program, 9th, Gibson Island conference, June 17-Aug. 23, 1946. *Science* 103:259-61 Mr 1 '46

Same. *Chem & Eng N* 24:349-51 F 10 '46

Program of Section K for the St Louis meeting, March 27-30. B. L. Melvin. *Science* 103:105-6 Ja 25 '46

Revision of the Association's constitution. O. W. Caldwell and others, eds. *Science* 103: 245-50 Mr 1 '46

**AMERICAN association for the promotion of science, literature, and the arts**

West Point and the AAAS. S. Forman. *Science* 104:47 JI 19 '46

**AMERICAN association of advertising agencies**

4-A members look ahead to "distribution or bust"; 28th annual meeting, New York. *Ind Marketing* 31:47+ My '46

**AMERICAN association of cereal chemists**

Annual meeting, 31st, Niagara Falls, May 13-16. *Chem & Eng N* 24:1529-30 Je 10 '46

Food. *Ind* 18:892+ Je '46; *Can Chem & Process Ind* 30:84+ Je '46

**AMERICAN association of industrial physicians and surgeons**

Annual meeting, 31st. *Ind Med* 15:479 Ag 46

Certification of physicians and surgeons in industry. E. C. Holmblad. *Ind Med* 14:921-3 N '45

Occupational medicine; retrospect and prospect. M. N. Newquist. *Ind Med* 15:509-10 S '46

**AMERICAN association of insurance general agents**

Annual convention, Atlanta. *Nat Underw* 50:1+ My 2; 3+ My 9 '46

**AMERICAN association of oilwell drilling contractors**

Annual meeting, 6th, San Antonio, Oct. 1-2. *Oil & Gas J* 45:58-9+ O 12 '46; *Nat Pet* N 38:13 O 9 '46

Field safety program. *Pet Eng* 17:88 D '45

**AMERICAN association of passenger traffic officers**

Annual meeting, Chicago, Feb. 14-15. *Ry Age* 120:404-6 F 23 '46

**AMERICAN association of petroleum geologists**

Annual meeting, Chicago. *Oil & Gas J* 44: 78, 83-4+ Ap 6 '46

Annual meeting, 31st, Chicago, April 1-4. *Am Assn Pet Geologists Bul* 30:738-801 My '46

Membership list. *Am Assn Pet Geologists Bul* 30:361-454 Mr '46

**AMERICAN association of railroad superintendents**

Reports of committees. *il Ry Age* 121:44-7 JI 13 '46

**AMERICAN association of state highway officials**

Annual meeting, Oklahoma City, Jan. 29-Feb. 1. *Eng N* 136:253-4, 358-60 F 14, Mr 7 '46

Concrete 54:2-4+ Mr '46; *Roads & Sts* 89: 72-4+ Mr '46

Joint cooperative committee, Associated general contractors of America and American association of state highway officials, meeting, Salt Lake City, June 10. *Roads & Sts* 89:97-8+ JI '46

**AMERICAN association of textile chemists and colorists**

One hundred and forty-eighth meeting of the Research committee. *Am Dyestuff Rep* 35: 494-5 O 21 '46

President's corporate membership dinner. *Am Dyestuff Rep* 35:90-5 F 25 '46

Victory convention, New York, Jan. 3-5. *Am Dyestuff Rep* 35:1-42 Ja 14 '46; *Chem & Eng N* 24:176 Ja 25 '46; *Oil Paint & Drug Rep* 149:7+ Ja 7 '46; *Textile World* 96:129+ Ja '46

**Laboratories**

A.A.T.C.C. laboratories at the Lowell textile institute. *Il Am Dyestuff Rep* 35:319-22 JI 1 '46

**AMERICAN association of university teachers of insurance**

Annual meeting, Cleveland, Jan. 25. *Nat Underw* 50:1+ Ja 31 '46; *Nat Underw (Life ed)* 50:1+ F 1 '46; *Weekly Underw* 154:312 F 2 '46

**AMERICAN bank note company**

Selected companies, with an open road to higher earnings and dividends. *Mag of Wall St* 77:757-8 Mr 30 '46

**AMERICAN bankers association**

A.B.A. convention; excerpts from principal addresses. *Burroughs Clearing House* 31:17-23 O '46

A.B.A. holds executive session and elects new officers. *Banking Law J* 62:341-53 N '45

A. B. A. works and plans; summaries of departmental reports. M. B. Leach. *Banking* 39:54-6+ O '46

Annual convention, 72d, Chicago, Sept. 23-25. *Banking* 39:48-53+ N '46; *Comm & Fin Chr* 44:177+ O 10 '46

New officers. *pors Burroughs Clearing House* 30:3-4 N '45

New president outlines plans. C. W. Bailey. *Comm & Fin Chr* 164:1790 O 10 '46

**Country bank operations commission**

Chicago meeting; committee members. *Banking* 38:54-5 D '45

Plans new projects at Detroit meeting; with list of members. *Burroughs Clearing House* 30:3 Je '46

**Small business credit commission**

Accent on competence. *Banking* 38:118-20 My '46

Banking's own post-war product. J. L. Cooley. *Banking* 38:38-40+ N '45

**Trust division**

50th anniversary; with names of past presidents. *Trusts & Estates* 83:375-7, 378-9 O '46

New officers. *Trusts & Estates* 83:373-4 O '46

Proceedings of Pacific coast and Rocky Mountain states trust conference, Los Angeles, Aug. 7-9. *Trusts & Estates* 83:151-8, 161-8, 253-6, 258-66 Ag-S '46

Proceedings of 27th mid-winter trust conference, New York, Feb. 4-6. *Trusts & Estates* 82:161-216 F '46; *Banking* 38:38-41 Mr '46

**AMERICAN bar association**

Push N.A.L.U. and Bar cooperation. *Nat Underw (Life ed)* 50:1 JI 26 '46

**Insurance section**

Annual meeting, Atlantic City, Oct. 28-30. *East Underw* 47:32 N 1 '46; *Nat Underw (Life ed)* 50:1+ O 31; 3+ N 7 '46; *Nat Underw (Life ed)* 50:1+ N 1; 4 N 8 '46; *Weekly Underw* 155:1066-7 N 2 '46

Annual meeting, Cincinnati, Dec. 16-19. *East Underw* 46:34-6+ D 21 '45; *Nat Underw* 49: 3+ D 20 '45; *Nat Underw (Life ed)* 49:3+ D 21 '45

**Real property, probate and trust law sections**

Annual meeting, Cincinnati, Dec. 17-18. *Trusts & Estates* 82:21-105 Ja '46

**AMERICAN book center for war devastated libraries, inc.**

American book center for war devastated libraries, inc. *Science* 104:110 Ag 2 '46

American book center for war devastated libraries. K. R. Shaffer. *Chem & Eng N* 24:2340-1 S 10 '46

**AMERICAN brake shoe company**

Annual report. *Comm & Fin Chr* 163:2286 Ap 29 '46

**AMERICAN broadcasting company**

ABC to offer stock to public, affiliates to aid expansion. *Ptr Ink* 215:140 My 3 '46

Coming attraction: ABC issue. Edward J. Noble's big plans. *Bsns W* p46+ Je 29 '46

**AMERICAN builder (periodical)**

B. H. Wambolt joins staff; Sterling H. Albert becomes eastern editor. *Am Bld* 68:77 Ag '46

**AMERICAN bureau of shipping**

Officers elected at 84th annual meeting, New York, Feb. 5. *Marine Eng* 51:148 Mr '46

**AMERICAN buslines**

American buslines; what's behind the name. *Il map Bus Transportation* 25:45-7 My '46

**AMERICAN by-product coke institute**

Annual meeting, 1st, Absecon, N.J. June 17-18. *Iron Age* 157:110-11 Je 27 '46; *Chem & Eng N* 24:1804 JI 10 '46

**AMERICAN car company**

Annual report. *Comm & Fin Chr* 163:1021 F 25 '46

Financial position. H. S. Coffin. *Mag of Wall St* 77:631 Mr 2 '46

**AMERICAN car and foundry company**

Annual report. *Comm & Fin Chr* 164:550 JI 29 '46

**AMERICAN ceramic society**

Abstracts of papers read at annual convention. *Cer Ind* 46:55-96+ Je '46

Annual meeting, 48th, Buffalo, April 28-May 1. *Brick & Clay Rec* 108:48-9 Ap; 37-41+ My '46

Annual meeting, 48th, Buffalo; with abstracts of papers. *Cer Ind* 46:54-6 My '46

Building for the Society. C. F. Tefft. *Am Cer Soc Bul* 25:17 Ja 15 '46

Ceramic world looks to America. C. F. Tefft. *Am Cer Soc Bul* 25:15J Ap 15 '46

Corporation members. *Am Cer Soc Bul* 25: 214-32 Je 15 '46

Forty-eighth annual meeting; officers; photographs; committees; president's report. *Am Cer Soc Bul* 25:173-90 My 15 '46

Forty-eighth annual meeting program. *Cer Ind* 46:80+ Ap '46

Forty-eighth annual meeting program; with abstracts of papers and author index. plan *Am Cer Soc Bul* 25:119-46 Ap 15 '46

Membership roster. *Am Cer Soc Bul* 25:381-418 O 15 '46

**Design division**

History of the design division of the American ceramic society. *Am Cer Soc Bul* 25: 352 S 15 '46

**Finance**

Financing the Society. C. F. Tefft. *Am Cer Soc Bul* 25:101 Mr 15 '46

**Glass division**

Annual meeting, 48th, Buffalo; program. *Glass Ind* 27:152-3+ Ap '46

Annual meeting, 27th, Buffalo, April 28-May 1. *Glass Ind* 27:285-8+ Je '46

Glimpses of the Glass division's first twenty-five years. S. R. Scholes. *Il Am Cer Soc Bul* 25:41-6 F 15 '46

Meeting. Columbus, Sept. 13-14. *Glass Ind* 27:497-9+ O '46

**AMERICAN chemical society**

ACS candidates for 1947. *Chem & Eng N* 24:2745-6+ O 25 '46

ACS predoctoral fellowship awards. *Chem & Eng N* 24:1485-6 Je 10 '46

Amendments to the ACS constitution; report of advisory committee. *Chem & Eng N* 24: 737-8+ Mr 25 '46

Charles Lathrop Parsons and the American chemical society. E. R. Weidlein. *Chem & Eng N* 24:1206-7 My 10 '46

Chemical group opens clearing houses for chemical engineers. *Iron Age* 158:167 O 10 '46

Comments on constitutional amendments to be considered at Atlantic City meeting. F. K. Frolich. *Chem & Eng N* 24:626+ Mr 10 '46



**AMERICAN chemical society—Continued**

- Discussion of the Kalamazoo amendment. S. R. Buc. Chem & Eng N 24:794 Mr 25 '46
- Does the membership at large control Society affairs? C. L. Parsons. Chem & Eng N 24:624-5 Mr 10 '46
- Local sections of the American chemical society. R. F. Gould. II plans Chem & Eng N 23:2186-8, 2331-3; 24:57-9, 156-60+, 352-4, 484-6, 629-31+, 782-5, 1916-18 D 10 '45-Mr 25, JI 25 '46
- Meeting, 109th, Atlantic City, April 8-12. Oil Paint & Drug Rep 149:7+ Ap 15 '46; Chem & Eng N 24:1040-53, 1223-42 Ap 25, My 10 '46; Chem Ind 58:782-4 My '46
- Meeting, 110th, Chicago, Sept. 9-13. Can Chem & Process Ind 30:45-8 O '46; Chem Ind 59:658-60 O '46; Oil Paint & Drug Rep 150:5+ S 16 '46; Chem & Eng N 24:2456-77 S 25 '46
- Minutes, board of directors meeting, Dec. 10, 1945. Chem & Eng N 24:9-12 Ja 10 '46
- Officers, committees, and student affiliate chapters. Chem & Eng N 24:1536-40 Je 10 '46
- Official reports, Chicago meeting, September 1946. Chem & Eng N 24:2643-66 O 10 '46
- Official reports for the year 1945. Chem & Eng N 24:513-23 F 25 '46
- One hundred and tenth meeting; with abstracts of papers of interest to rubber industry. India Rubber World 115:78-82 O '46
- Preliminary program, Atlantic City meeting April 8-12, 1946. Chem & Eng N 24:16+ Ja 10 '46
- Program of Atlantic City meeting, April 8-12. plan Chem & Eng N 24:632-50 Mr 10 '46
- Program of the Chicago meeting; September 9 to 13, 1946. Chem & Eng N 24:2043-68+ Ag 10 '46
- Proposed amendments to the constitution of the ACS. Chem & Eng N 24:1769-70+ JI 10 '46
- Report of the committee on local councillor representation. Chem & Eng N 23:2302+ D 25 '45
- Symposia feature 110th ACS meeting. Chem & Eng N 24:2180-2 Ag 25 '46
- Symposium on some questions of professional and economic status. bibliog Chem & Eng N 24:1648-65 Je 25 '46

**Chicago section**

- Chicago section of ACS celebrates 50th anniversary. M. H. Arveson and others. Chem & Eng N 23:1946-50 N 10 '45
- Chicago technical conference. Chem & Eng N 23:2208-9 D 10 '45

**Dayton section**

- Dayton section observes 15th anniversary, Feb. 9. Chem & Eng N 24:468-9 F 25 '46

**Indiana section**

- Indiana section celebrates 40th anniversary, Indianapolis, Feb. 8. Chem & Eng N 24:470-1 F 25 '46

**Petroleum division**

- Meeting, Atlantic City, April 8-12; abstracts of papers. Nat Pet N 33 pt 2:R333-6 My 1 '46; Pet Refiner 25:164+ My '46

**Pittsburgh section**

- Pittsburgh section reorganizes. Chem & Eng N 24:142+ Ja 25 '46

**Publications**

- Local section publications of the ACS. R. F. Gould. Chem & Eng N 24:156-60+ Ja 25 '46

**Rubber division**

- Division of rubber chemistry meeting, Chicago, Sept. 11-13; abstracts of papers. Rubber Age 159:571-8 Ag '46; India Rubber World 114:667-72+ Ag '46
- Spring meeting, Atlantic City, April 10-12; abstract of papers. Rubber Age 58:715-23 Mr '46; India Rubber World 113:309-17 Mr '46

**AMERICAN chicle company**

- American Chicle vs. Wrigley. R. Carleson. II Mag of Wall St 79:141-3+ N 9 '46

**AMERICAN college of life underwriters**

- Elect trustees, officers. Nat Underw (Life ed) Daily ed 50:38 S 12 '46

- Recommend CLU award for 120 candidates; conferment at Cleveland. East Underw 47:8+ S 6 '46
- Report on activities. S. S. Huebner. Nat Underw (Life ed) Daily ed 50:48 S 12 '46
- Results of C.L.U. exams. Nat Underw (Life ed) 50:7+ Ag 2 '46

**AMERICAN concrete institute**

- Annual meeting, 42d, Buffalo, Feb. 18-21. Eng N 136:309, 427-9 F 28, Mr 21 '46; Am Concrete Inst J 17:supl-17 Ap '46; Concrete 54:18+ Ap '46; Rock Prod 49:105+ Ap '46

**AMERICAN concrete pipe association**

- Annual meeting, Chicago, April 11-12. Rock Prod 49:130-3 My '46
- Annual meeting, 38th, Chicago, April 11-12. Concrete 54:14-16+ My '46

**AMERICAN congress on surveying and mapping**

- Annual meeting, 6th, Washington, D.C. June 28-29. Eng N 137:19+ JI 11 '46

**AMERICAN council on education**

- Country-wide survey of pharmaceutical education. Science 104:32 JI 12 '46

**AMERICAN crystal sugar company**

- Stocks with leverage possibilities. Mag of Wall St 78:395 JI 6 '46

**AMERICAN culture (periodical)**

- Luxury magazine. Bsns W p32 Ap 6 '46

**AMERICAN cyanamid and chemical corporation**

- Cyanamid sales executives strike pay dirt in monthly seminars. A. J. Campbell. Sales Management 55:125-6 N 15 '45

**AMERICAN drug manufacturers association**

- Annual meeting, 34th, Oil Paint & Drug Rep 149:7+ My 13 '46

**AMERICAN electroplaters' society**

- Annual meeting, 33d, Pittsburgh. Metal Finishing 44:280-7+ JI '46; Iron Age 158:58-62 JI 25; 68-71 Ag 8 '46

**AMERICAN engineering company**

- How to get a firm for free. Fortune 34:152+ S '46

**AMERICAN export lines, inc.**

- Street grows ship-conscious. Bsns W p31-2+ My 25 '46

**AMERICAN federation of labor**

- A.F.L. and Lewis bid for power; return of U.M.W. leader to Federation's fold. Bsns W p86+ F 2 '46

- A.F.L. attacks C.I.O. Bsns W p82+ Ag 31 '46

- AFL demands firmness toward Russia. W. Green. Comm & Fin Chr 164:1378+ S 12 '46

- AFL firm against Sovietism. W. Green. Comm & Fin Chr 164:1545+ S 26 '46

- AFL responsibilities. H. S. Truman. Comm & Fin Chr 164:1785 O 10 '46

- A.F.L. wins Coast victory in California cannery elections. Bsns W p84-6 S 7 '46

- Criticism of C.I.O.; Gallup poll. Iron Age 158:91+ O 3 '46

- Objectives of AFL. W. Green. Comm & Fin Chr 164:1933+ O 17 '46

- Program for peace. Bsns W p100+ O 19 '46

- Watch of the A.F. of L. Fortune 33:81 Mr '46

**Library**

- American federation of labor library. E. K. McMahon. Special Lib 37:104-6 Ap '46

**AMERICAN federation of musicians**

- Petrillo again; ban on foreign music broadcasts and musician-quota demand. Bsns W p84-6 Ja 5 '46

- Petrillo defiant. Bsns W p98 Ap 20 '46

- Petrillo scores major victory. Bsns W p86 My 4 '46

- Truman signs bill to curb Petrillo. Comm & Fin Chr 163:2272 Ap 25 '46

**AMERICAN foundrymen's association**

- Annual meeting, 50th, Cleveland, May 6-10. Steel 118:62-3 My 13 '46; Iron Age 157:54-60 My 16 '46; Foundry 74:82-7+ Je; 110-13+ JI '46; Ind Marketing 31:39+ Je '46

- Chapters hold election of officers for 1946-47 period. Iron Age 158:150-4 S 12 '46

- Golden jubilee meeting; program, committee members; exhibitors, awards. Foundry 74:134-47 My '46; Iron Age 157:58-64 My 2 '46

**AMERICAN foundrymen's association—Cont.**  
New officers, directors. Foundry 74:170+ Je '46

Serves industry for 50 years. *il* Foundry 74:148-51+ My '46

**AMERICAN gas and electric company**  
American Gas keeps old Central system. Elec World 125:83 Ja 5 '46

**AMERICAN gas and electric service corporation**  
High voltage line; power transmission tests to be made. *il* Bsns W p48+ Ja 6 '46

**AMERICAN gas and power company**  
Amended plan approved. Comm & Fin Chr 163:2149 Ap 22 '46

May alter plan. Barron's 26:7 Ap 8 '46

**AMERICAN gas association**  
A.G.A. at your service; outline of Association's activities. Am Gas Assn Mo 28:170-1 Ap '46

Annual convention, 28th, Atlantic City, Oct. 7-11. Am Gas Assn Mo 28:467-72+ N '46; Gas Age 98:21-41 O 31 '46; Pub Util 38:622-8 N 7 '46; Sales Management 57:102 N 1 '46; Am Gas J 165:11-15+ N '46

Annual meeting, 27th, New York, Oct. 24-25. Am Gas Assn Mo 27:480-2 N '45; Am Gas J 163:13-18+ N '45; Gas Age 96:41-9 N 15 '45

Food service industry cooperation between the Food service equipment industry and the American gas association. F. H. Trembley, Jr. Am Gas Assn Mo 27:554-5+ D '45; Same. Am Gas J 163:41-2 D '45

Gas sales promotion program. D. A. Hulcy. *il* Am Gas Assn Mo 28:145-8+ Ap '46; Same. Am Gas J 164:9-11 Ap '46; Same. Gas Age 97:22-4 Ap 4 '46

Going forward with research and promotion. E. R. Acker. Am Gas Assn Proc 1945:16-18

Industrial and commercial hall of flame instituted. Am Gas J 164:22 Ap '46

Industry mobilized; president's address at the A.G.A. annual meeting. J. F. Robinson. Am Gas Assn Mo 27:475-9+ N '45; Same. Gas Age 96:51-3 N 15 '45; Same. Am Gas Assn Proc 1945:12-15

Membership list as of January 1, 1946. Am Gas Assn Mo 28:supl-56 Mr '46

1945-1946 officers and section chairmen; portraits. Gas Age 98:93 O 3 '46

Program for 1946 convention. Gas Age 98:23-6+ S 19 '46

Residential gas section plans for 1946. J. J. Quinn. Am Gas Assn Mo 28:79-81 F '46

Technical section, an important tool of the gas industry. L. J. Eck. Gas Age 97:39-40+ Jm 24 '46

#### Appliance testing laboratory

A.G.A. laboratories activities. Am Gas J 164:44 Ap '46

Laboratories' expansion program. H. J. Hense. *il* Am Gas Assn Mo 28:42-3 Ja '46

Laboratories open research center. *il* plan Am Gas Assn Mo 28:379-80 S '46

Laboratories' operations mount. Am Gas Assn Mo 28:433-4 O '46

Performance check at A.G.A. laboratories; illustrations with text. Am Gas Assn Mo 28:208-9 My '46

Underwriting gas appliance progress. Am Gas Assn Mo 28:51-2 F '46

#### Natural gas department

Spring meeting, Cincinnati, May 7-8. *il* Gas Age 97:17-21 My 30 '46; Oil & Gas J 45:72 My 11 '46; Am Gas Assn Mo 28:247-51 Je '46; Am Gas J 164:16-18+ Je '46

**AMERICAN gas association monthly (periodical)**  
As the French see us; editorial from Journal des usines à gaz, March 15, 1946. Am Gas Assn Mo 28:272-3 Je '46

**AMERICAN gear manufacturers association**  
Annual meeting, Chicago, Oct. 27-30. Steel 119:66 N 4 '46

Annual meeting, 30th, Hot Springs, June 3-5. Iron Age 157:60-3 Je 13 '46; Mach 52:164-5 JI '46

**AMERICAN home products corporation**  
Gain in earnings likely. Barron's 25:6 N 26 '45

Thumbnail stock appraisal. Mag of Wall St 78:20 Ap 13 '46

**AMERICAN hospital association**

#### Library

Bacon library of the American hospital association. H. V. Pruitt. Special Lib 37:79-81 Mr '46

**AMERICAN industrial radium and X-ray society**

Radiographic studies of metals and materials subject of meeting, Cleveland, Feb. 6-8. Steel 118:128+ F 18 '46

**AMERICAN institute for property and liability underwriters**

American institute for property and liability underwriters. J. A. North. East Underw 46:60 D 14 '45

C.P.C.U.'s reelect national officers at Chicago meeting. Nat Underw 50:4 O 24 '46

Stellwagen president; Warfield named to board; forty-two students win CPCU designation. East Underw 47:24 Ag 9 '46; Nat Underw 50:3+ Ag 8 '46

**AMERICAN institute of accountants**  
Report of the president. S. J. Broad. J Account 80:425-7 D '45

#### Awards

Annual Institute awards. J Account 80:492 D '45

**AMERICAN institute of actuaries**  
Annual meeting, Atlantic City. Nat Underw (Life ed) 49:6 N 16 '45

Spring meeting, Chicago. Nat Underw (Life ed) 50:1+ Je 14 '46

**AMERICAN institute of architects**  
Annual convention, 78th, Miami Beach, May 8-10. Arch Forum 84:8-9 Je '46; Arch Rec 100:142+ JI '46

**AMERICAN institute of banking**  
Annual convention, 44th, Cincinnati. Banking 39:66+ JI '46; Am Inst Banking Bul 28:2-25 JI '46

Developing leadership ability; program of the A.I.B. J. L. Dart. Am Inst Banking Bul 27:7-9 O '45

Farewell 22 East 40 street. *il* Am Inst Banking Bul 28:7-9 Ja '46

National committee reports. Am Inst Banking Bul 27:30-2 O '45

National committee reports. Am Inst Banking Bul 28:23-5 JI '46

New A.I.B. textbooks. Banking 39:120 S '46

**AMERICAN institute of biology (proposed)**  
Proposal for organization to serve interests of biologists. R. Chambers and J. S. Nicholas. Science 103:692 Je 7 '46

**AMERICAN institute of chemical engineers**  
Convention, San Francisco, August 25-28. Chem & Eng N 24:2336-9 S 10 '46; Oil Paint & Drug Rep 150:7+ S 2 '46

Convention breaks attendance record at Chicago. Chem & Eng N 24:44-7 Ja 10 '46

First postwar convention, Chicago, Dec. 16-19. Chem Ind 58:66-8 Ja '46

Regional meeting, Houston, March 31-April 3. Chem & Eng N 24:1062-3 Ap 25 '46

Regional meeting in New York, Feb. 27-28. Chem & Eng N 24:779-80 Mr 25 '46

**AMERICAN institute of chemists**  
AIC gold medal presented to Russell. Chem & Eng N 24:1527 Je 10 '46

**AMERICAN institute of electrical engineers**  
Directors take action to broaden activities. *il* Elec Eng 65:269-70 Je '46

Officers and committees for 1946-47; local sections and student branches. Elec Eng 65:478-83 O '46

Pacific coast meeting, Seattle, Aug. 27-30. Elec West 97:87-9 S '46; Elec Eng 65:529-31 N '46; Elec World News ed 126:5 S 7 '46

Planning subcommittee issues progress report on study of organization of engineering profession. Elec Eng 65:169-73 Ap '46

Report of the Board of directors. Elec Eng 65:331-50 JI '46

Section and branch activities, annual report for 1945-46; tabulation. Elec Eng 65:352-4 JI '46

Summer meeting, Detroit, June 24-28. Elec Eng 65:396-407 Ag-S '46; Elec World 126:70-5, 83-4 JI 6 '46

Winter convention program; with abstracts of papers. Elec Eng 65:26-35 Ja '46



**AMERICAN institute of electrical engineers**

—Continued

Winter meeting, New York, Jan. 21-25. Elec Eng 65:122-30 Mr '46; Elec World 125:60-7 F 2 '46; Elec World News ed 125:7 Ja 26 '46; Power 90:179-82 Mr '46; Power Pl Eng 50:70-3 Mr '46

**AMERICAN institute of mining and metallurgical engineers**

Annual meeting, Chicago, Feb. 25-28. Min & Met 27:215-31 Ap '46; Eng & Min J 147:106+ Mr '46; Chem & Eng N 24:922 Ap 10 '46; Steel 118:96-7 Mr 4 '46; Iron Age 157:60-2 Mr 7 '46; Metal Prog 49:780-2 Ap '46

Directors act on committee reports; divisional relationships, ways and means. Min & Met 26:611-13 D '45

Final report of special committee on divisional relationships. Min & Met 27:188-92 Mr '46

Membership analyzed. Min & Met 27:424-5 Ag '46

New board organized at Chicago; new officers, standing and technical committees, 1946-1947. Min & Met 27:233-9 Ap '46

Officers and directors of the national organization; principal officers of local sections and regular meeting dates. Min & Met 27:193 Mr '46

Program for annual meeting, Chicago, Feb. 25-28. Min & Met 27:35-42 Ja '46

**Coal division**

Annual meeting, Chicago, Feb. 25-28. Coal Age 51:136+ Ap '46; Min & Met 27:225-6 Ap '46

**Industrial minerals division**

Annual meeting, Chicago, Feb. 25-28. Rock Prod 49:106+ Ap '46

Industrial minerals division holds three fall meetings. Min & Met 26:622-3 D '45

**Institute of metals division**

Annual meeting, Chicago. Min & Met 27:227-8 Ap '46

Metals divisions and National open hearth committee hold six fall meetings. F. T. Sisco. Min & Met 26:618-20 D '45

**Iron and steel division**

Annual meeting, Chicago. Min & Met 27:229 Ap '46

**Petroleum division**

Annual meeting, Chicago, Feb. 24-28. Oil & Gas J 44:56-9 Mr 2; 53-4 Mr 9 '46; Nat Pet N 38:57 Mr 6 '46; Min & Met 27:230 Ap '46

Meeting, Galveston, Oct. 3-5. Chem & Eng N 24:2780 O 25 '46

Meeting, Galveston, Oct. 3-5; abstracts of papers. Oil & Gas J 45:88-90+ O 5 '46

Officers for 1947. Min & Met 27:444-5 Ag '46

Preliminary report of reorganization study committee. Min & Met 27:236 Ap '46

**AMERICAN institute of physics**

Report of the director for 1945 and other reports. R Sci Instr 17:235-42 Je '46

Report of the Physics headquarters building fund committee. R Sci Instr 16:346-76 D '45

Report on reorganization. Acoustical Soc Am J 18:223-4 J 1 '46

**AMERICAN institute of smaller business**

Small business institute organized. Bsns W p42 D 15 '45

**AMERICAN institute of steel construction**

Annual meeting, 24th, San Diego. Iron Age 158:110 N 7 '46

**AMERICAN insurance company**

Completes first 100 years. Nat Underw 50:8-9+ My 2 '46

100th anniversary. East Underw 47:19 J 5 '46

**AMERICAN iron and steel institute**

Annual meeting, 54th, New York, May 23. Iron Age 157:98-100 My 30 '46; Steel 118:60-2 My 27; 132+ Je 3 '46

**AMERICAN law institute**

Statement of essential human rights. Ann Am Acad 243:18-26 Ja '46

**AMERICAN leather chemists' association**

Annual meeting, 42d, Lake George, June 18-21. Chem & Eng N 24:1912 J 25 '46

**AMERICAN legion magazine**

American legion angles magazine for new ex-GI's. Sales Management 56:152 Ap 15 '46

**AMERICAN library association**

Library rehabilitation programme. H. M. Lydenberg. J Doc 1:72-8 S '45

**AMERICAN library in London**

American library in London. R. H. Heindel. Assn of Sp Lib & Inf Bur Proc 1945:25-8

**AMERICAN life convention**

American life convention; annual meeting; retrospective summary. T. J. V. Cullen. Spectator (Life ed) 153:66-7+ N '45

Annual meeting, 41st, Chicago, Oct. 7-11. East Underw 47:1+ O 11 '46; Nat Underw (Life ed) 50:17-18+ O 11; 8-9 O 18 '46;

Weekly Underw 155:890-1+ O 12 '46

45 state vice-presidents named. Nat Underw (Life ed) 50:4 Ap 19 '46

Joint committees of ALC and LIAA. East Underw 47:13 Mr 1 '46

Medical section, annual meeting, Hot Springs, Va. June 20-22. East Underw 47:12 Je 28 '46; Nat Underw (Life ed) 50:1+ Je 28 '46

Regional conference, Columbus, Ohio. East Underw 47:1, 3-4+ Ap 12 '46; Nat Underw (Life ed) 50:1+ Ap 12 '46; Same. Spectator (Life ed) 153:40-1 My '46

**AMERICAN locomotive company**

American Locomotive vs. Baldwin; comparative investment audit. H. S. Coffin. Mag of Wall St 77:458-60+ Ja 19 '46

Annual report. Comm & Fin Chr 163:3126 Je 10 '46

Beaumont Iron Works taken over by American Locomotive. Il Manuf Rec 115:45+ Je '46

Changes in Alco top executives. Ry Age 120:146 Ja 12 '45

Thumbnail stock appraisal. Mag of Wall St 77:277 D 8 '45

**AMERICAN lumber and treating company**

Big lumber treating plants slated for South Carolina, Maryland. Manuf Rec 115:121+ Ja '46

**AMERICAN machine tool distributors' association**

Annual meeting, 22d, Hot Springs, Sept. 18-19. Am Mach 90:154 O 10 '46; Mach 53:185-6 O '46; Steel 119:41+ S 30 '46

Meeting, 22d, Chicago, March 25-26. Am Mach 90:152h-152i Ap 11 '46

**AMERICAN management association**

Hancock and Dodd to head AMA; other officers. Comm & Fin Chr 163:3397+ Je 20 '46

**Insurance division**

Meeting, New York, March 11-13. East Underw 47:21+, 24, 25, 37+ Mr 15 '46; Nat Underw 50:5+, 25+ Mr 14 '46; Weekly Underw 154:680 Mr 16 '46

**Packaging conference**

Conference, 15th, Atlantic City, April 2-5. Chem & Eng N 24:1129-30 Ap 25 '46;

Sales Management 56:65-6 Ap 15 '46

Packaging conference and exposition, Atlantic City, April 2-5. Mod Packaging 19:139-54 Ap '46

**AMERICAN marketing association**

Convention, Boston, May 16-17. Ind Marketing 31:55+ J '46

Johnson gets AMA award; Prescott cited for 1945 Survey of buying power. Sales Management 57:39 J 1 '46

**AMERICAN mathematical society**

Summer meeting, 51st, New Brunswick, Sept. 15-17. Science 102:523 N 23 '45

**AMERICAN meat institute**

Meeting, Chicago. Food Ind 17:1504+ D '45

**AMERICAN medical association**

Insuring health; A.M.A. establishes standards for voluntary benefit plans. Bsns W p20 Mr 9 '46

New prescription; revises its rules against drug advertising. Bsns W p70-2 Je 1 '46

**AMERICAN microscopical society**

Annual meeting, St Louis, March 29. Science 103:615 Ap 26 '46

**AMERICAN mining congress**

Annual meeting, 48th, Washington, Feb. 13. Min Cong J 32:48-9 Mr '46

Coal division, annual meeting, Cincinnati; program, committees, speakers. Min Cong J 32:43-54 Ap '46

**AMERICAN mining congress—Continued**

- Coal division annual meeting, 23d, Cincinnati, April 29-30. Min Cong J 32:53-9 My '46;  
Coal Age 51:118+ Je '46  
Coal division committees' activities, 1944-1945. G. B. Southward. Min Cong J 32:55 Mr '46  
Declaration of policy. Min Cong J 32:56-9 Mr '46  
Review of 1944-'45 activities. J. D. Conover. Min Cong J 32:50-3 Mr '46

**Western division**

- Annual meeting, Denver, Sept. 9-12. Eng & Min J 147:82+ O '46  
Annual meeting, Denver, Sept. 9-12; committee members, program, exposition. Min Cong J 32:38-52 Ag '46  
Declaration of policy. Min Cong J 31:52-5 D '45

**AMERICAN news company**

- Huge tax saving in sight. Barron's 26:6 Ap 8 '46

**AMERICAN newspaper advertising network**

- Newspapers offer a package; advertising network organized. Bsns W p79-80 D 15 '45

**AMERICAN newspaper publishers association**

- Pictorial highlights of convention in New York. Ptr Ink 215:46-7 My 3 '46

**AMERICAN oil chemists' society**

- Annual meeting, 37th, New Orleans, May 15-17. Chem & Eng N 24:1524-6 Je 10 '46; Oil Paint & Drug Rep 149:7+ My 27 '46  
Fall meeting, Chicago, Nov. 7-9. Chem & Eng N 23:2198-201 D 10 '45; Soap & San Chem 21:79 D '45

**AMERICAN optical company**

- Scientific instrument division of American optical company; (formerly Spencer lens company). Il Am Cer Soc Bul 25:210-13 Je 15 '46

**AMERICAN paper and pulp association**

- American paper and pulp association in the postwar period. E. W. Tinker. Paper Ind 27:1793-4 Mr '46

- Annual meeting, 69th, New York. Paper Tr J 123:92+ F 23 '46; Paper Ind 27:1821-2 Mr '46

- Report to the industry. D. K. Brown. Paper Ind 27:1888-9 Mr '46; Same. Pulp & Pa of Can 47:45-6 Mr '46

**AMERICAN petroleum institute**

- API agricultural development committee's co-ordination program. E. Lamm. Nat Pet N 38:5 Je 19 '46

- API pipeline transportation groups named. Nat Pet N 38:46 Ap 17 '46

- Annual meeting, 25th, Chicago, Nov. 12-15. Nat Pet N 37:3-5 N 14; 6-9+ N 21 '45; Oil & Gas J 44:152-4+ N 17; 87-9 N 24 '45; Chem & Eng N 23:2202-5 D 10 '45

- Division of marketing, meeting, Denver, P. Wollstadt. Nat Pet N 38:13-16 JI 17 '46

- Eastern district of Production division; meeting, Pittsburgh, June 13-14. Oil & Gas J 45:60-1, 121-2+ Je 22 '46

- Expands board of directors. Nat Pet N 38:7 Je 26 '46

- Four of 20 oil, gas associations accept API offer to be represented on Board. Nat Pet N 38:14 S 4 '46

- Marketing group plans independent participation in activities. Nat Pet N 38:14-15 Ap 10 '46

- Mid-continent district of Production division, meeting, Oklahoma City, June 6-7. Oil & Gas J 45:77-8, 120+ Je 15 '46

- Pacific Coast district of Production division meeting, Los Angeles, April 11-12. Oil & Gas J 44:106-7, 158+ Ap 20 '46

- Pure hydrocarbons, story of API project 46. R. L. Demmerle. Il Chem & Eng N 24:2020-8 Ag 10 '46

- Resolutions adopted by the Board of directors of the American petroleum institute; extracts from minutes of board and executive-committee meetings; and division and department reports to the board; list of officers, directors and committee members. Am Pet Inst Proc 25(1):109-51 '45

- Review of 1946; first year, 27 years of progress, past living presidents, work of Petroleum Industries committee. P. Wollstadt and others. Nat Pet N 38:38-9+ O 30 '46

- Southwestern district of Production division, spring meeting, Shreveport, May 17-18. Oil & Gas J 45:89-90 My 25 '46

**See also**

- Petroleum industry and trade—United States—Anti-trust suit

**AMERICAN pharmaceutical association**

- Meeting, 92d, Pittsburgh, Aug. 25-30. Chem & Eng N 24:2502 S 25 '46

**AMERICAN pharmaceutical manufacturers' association**

- Annual meeting, 39th, Lake Louise, Alberta, June 10-12. Oil Paint & Drug Rep 149:7+ Je 17 '46

**AMERICAN philosophical society**

- American philosophical society and the National academy of sciences joint meeting, Philadelphia, Nov. 16-17, 1945. L. P. Eisenhart. Science 102:595-6 D 7 '45

**AMERICAN physical society**

- Meeting of New England section, Springfield, Mass. Oct. 13; abstracts of papers. Phys R 68:235-6 N 1 '45

- Minutes of the meeting of the Metropolitan section, Nov. 1945; with abstracts of papers. Phys R 68:281-3 D 1 '45

- Proceedings, meeting at Berkeley, Calif. July 12-13, 1946; with abstracts of papers. Phys R 70:443 S 1 '46

- Proceedings, meeting at Los Angeles, Jan. 12, 1946; with abstracts of papers. Phys R 69:133-6 F 1 '46

- Proceedings, meeting at New York, Jan. 24-26, 1946; with abstracts of papers. Phys R 69:246-60 Mr 1 '46

- Proceedings; meeting of New York state section at Hamilton, April 13, 1946; with abstracts of papers. Phys R 69:674-702 Je 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

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- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

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- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46

- Proceedings; minutes of meeting at St Louis, Nov. 30-Dec. 1, 1945; with abstracts of papers. Phys R 69:44-54 Ja 1 '46

- Proceedings of the Southeastern section, April 12-13, 1946. Phys R 69:545-7 My 1 '46

- Proceedings, minutes of the meeting at Chicago, June 20-22, 1946; with abstracts of papers. Phys R 70:99-119 JI 1 '46



- AMERICAN pulp and paper mill superintendents association**  
 Abridgments from papers presented at annual meeting, Poland Spring, Maine, June 17-20. Paper Ind 28:564+<sub>n</sub>, 698+, 860+ JI-S '46  
 Annual meeting, 27th, Poland Spring, Maine, June 17-20. Paper Tr J 122:41+ Je 20 '46; Paper Ind 28:540 JI '46
- AMERICAN railway bridge and building association**  
 Annual meeting, Chicago, Sept. 17-19. Ry Age 121:561-5+ O 5 '46
- AMERICAN railway engineering association**  
 Annual meeting, 45th, Chicago, March 12-14. Ry Age 120:546-63 Mr 16 '46; Eng N 136:395+ Mr 21 '46
- AMERICAN registry of pathology**  
 Army institute of pathology and American registry of pathology. Science 104:272-3 S 20 '46
- AMERICAN research and development corporation**  
 Adventure capital. Bsns W p62+ Ag 17 '46  
 Stock offered. Comm & Fin Chr 164:950 Ag 19 '46
- AMERICAN road builders' association**  
 Annual meeting, 43d, Chicago, Jan. 14-17. Eng N 136:101+ Ja 24 '46; Concrete 54:18-19+ F '46; Roads & Bridges 84:70+ F '46; Roads & Sts 89:72-8 F '46
- AMERICAN rolling mill company**  
 Annual report. Comm & Fin Chr 163:2430-1 My 6 '46
- AMERICAN safety razor corporation**  
 Adds new lines. Barron's 26:1+ My 6 '46
- AMERICAN savings and loan institute**  
 Milwaukee meeting, new officers. Comm & Fin Chr 163:1265 Mr 7 '46
- AMERICAN seating company**  
 This company is sittin' pretty. M. C. Faught. Banking 38:17-18+ N '45
- AMERICAN short line railroad association**  
 Annual meeting, 33d, Chicago, Oct. 2-3. Ry Age 121:594-6 O 12 '46
- AMERICAN society for engineering education (formerly Society for the promotion of engineering education)**  
 Annual meeting, 54th, St Louis, June 20-23. Chem & Eng N 24:2036-7+ Ag 10 '46; Eng N 137:8-9 JI 4 '46  
 Engineering educators include research functions. Product Eng 17:145 S '46  
 Officers, council members, and committees of the Society for 1944-46; with list of members. J Eng Educ 36:12-238 F '46  
 Outline of proposed constitutional structure of the Society. R. E. Doherty. J Eng Educ 36:401-3 Mr '46  
 Proposed revision of the constitution. H. O. Croft. J Eng Educ 36:469-95 Ap '46  
 Summary statement upon the proposed revisions of the constitution and by-laws. H. S. Rogers. J Eng Educ 36:599-600 Je '46  
 Humanistic-social division  
 English and the Humanistic-social division. K. O. Thompson. J Eng Educ 36:163-9 N '45
- AMERICAN society for horticultural science**  
 Meeting, St Louis; officers elected. Science 103:520-1 Ap 26 '46
- AMERICAN society for testing materials**  
 Annual meeting; abstracts of reports and papers on concrete and cement. Concrete 54:26-9+ Ag '46  
 Annual meeting, 49th, Buffalo, June 24-28. Chem & Eng N 24:1910-11 JI 25 '46; Eng N 137:7-8 JI 4 '46; Foundry 74:79+ Ag '46; Iron Age 153:72-6 JI 4 '46; Ry Age 121:6-8 JI 6 '46; Steel 119:72-3 JI 1 '46  
 Committee meetings, Pittsburgh, Feb. 25-March 1. Foundry 74:197-3 Ap '46  
 Elects new officers. Ind Stand 17:209 Ag '46  
 Membership, organization, standards activities, etc. Refrig Eng 52:22+ JI '46  
 New cement specifications approved at ASTM meeting. Eng N 137:17+ JI 11 '46  
 Preparations for the future. P. H. Bates. Am Soc T M Proc 45:14-20 '45  
 Reports technical progress at recent committee meetings. Ind Stand 17:123-6 My '46  
 Year book. 464p The Society, 260 S. Broad st, Philadelphia 2 '45
- AMERICAN society of agricultural engineers**  
 Organization, objectives, etc. Refrig Eng 52:130+ Ag '46
- AMERICAN society of brewing chemists**  
 Annual meeting, 11th, Milwaukee, May 6-9. Chem & Eng N 24:1379-80 My 26 '46
- AMERICAN society of chartered life underwriters**  
 C. L. U. continues on the march. C. H. Orr. Weekly Underw 154:118-19+ Ja 5 '46
- AMERICAN society of civil engineers**  
 Annual meeting 93d, New York, Jan. 16-19. Eng N 136:85, 101-5+ Ja 17-24 '46; Civil Eng 16:79-80 F '46; Concrete 54:6-7 F '46  
 Convention, Spokane, July 17-19. Eng N 137:85+ JI 25 '46; Civil Eng 16:360-5 Ag '46  
 Excerpts from annual report of Board of direction for 1945. Civil Eng 16:84-5 F '46  
 Fall meeting, Kansas City. Civil Eng 16:500-8 N '46  
 Local section vigor essential to engineer's status. W. W. Horner. Civil Eng 16:241-2 Je '46  
 Local sections have responsibility in solving professional problems. W. W. Horner. Civil Eng 16:481+ N '46  
 Society asks freedom for professional men in collective bargaining process; Congressional committee requested to change existing labor law. Civil Eng 16:339 Ag '46  
 Spring meeting, Philadelphia, April 17-19. Civil Eng 16:218-19 My '46; Eng N 136:679-80 Ap 25 '46
- AMERICAN society of heating and ventilating engineers**  
 Annual meeting, 52d, New York, Jan. 27-30. Dom Eng 167:143-5+ F '46; Heating-Piping 13:147-9 F; 113-42 Mr '46  
 New research laboratory building purchased in Cleveland. Heating-Piping 18:119 Ap '46  
 Semi-annual meeting, Montreal, June 10-12. Heating-Piping 13:114-22 Ag '46
- AMERICAN society of ichthyologists and herpetologists**  
 Officers for 1946-47. Science 104:351 O 11 '46
- AMERICAN society of mechanical engineers**  
 Annual meeting, 66th, New York, Nov. 26-29. Mech Eng 68:56-70 Ja '46; Am Mach 89:148h-148i D 20 '45; Power 89:909-18 Mid-D '45; Power Pl Eng 50:73-5 Ja '46  
 Aviation division, annual meeting, Los Angeles, June 3-6. Mech Eng 68:668-72 JI '46  
 Awards. Science 102:609 D 14 '45  
 Council and finance committee reports. Mech Eng 68:44-55 Ja '46  
 Fall meeting, Boston, Sept. 30-Oct. 3. Mech Eng 68:106-12 N '45  
 How to be a secretary and enjoy it! Management of section meetings. D. Thompson. Mech Eng 68:555-6 Je '46  
 Membership list, 1946. A S M E Trans 68:1-235 sec 2 Ag '46  
 Semi-annual meeting, Detroit, June 17-20. Mech Eng 68:747-56 Ag '46  
 Semi-annual meeting, Detroit, June 17-20; abstracts of power plant papers. Il diags Power 90:528-31+ Ag '46  
 Spring meeting, Chattanooga, April 1-3. Mech Eng 68:481-4 My '46
- Industrial instruments and regulators division**
- First national meeting, Pittsburgh, Sept. 16-18. Mech Eng 68:1013-15 N '46
- Wood industries division**
- Record of the A.S.M.E. Wood industries division; a quarter century of achievement. Mech Eng 68:894-5 O '46
- AMERICAN society of parasitologists**  
 Annual meeting, 20th, St Louis. Science 103:512 Ap 26 '46
- AMERICAN society of refrigeration engineers**  
 A.S.R.E. joins E.C.P.D.'s efforts in accrediting technical curricula. map Refrig Eng 51:546 Je '46
- AMERICAN society of sanitary engineering**  
 Annual meeting, Boston, Aug. 20-23. Dom Eng 168:96-9+ S '46
- AMERICAN society of tool engineers**  
 Annual meeting, 14th, Cleveland, April 8-12. Steel 118:68-9+ Ap 15 '46; Iron Age 157:60-5 Ap 13 '46  
 Elects new officers. Mach 52:177 My '46  
 World's most modern tool room; ASTE exposition of 1946; national officers, technical program of annual meeting; exposition floor plan, list of exhibitors. Il Steel 118:152-64 Ap 1 '46

- AMERICAN society of zoologists**  
Annual meeting, 42d, St Louis, March 28-30  
Science 103:512 Ap 26 '46
- AMERICAN standards association**  
Annual meeting, New York, Dec. 7; officers,  
president's address, Ind Stand 17:1-3 Ja '46  
Board elects four new members, pors Ind  
Stand 17:43 F '46  
Board of directors enlarged; three new mem-  
bers named, Ind Stand 17:171 JI '46  
Clearing house for standardization activities,  
H. Coonley, Refrig Eng 52:232+ S '46  
Compromise on standards; Commerce dept.  
revamps its setup, Bsns W p82+ Mr 30 '46  
Coonley heads new committee to broaden  
ASA activities, Ind Stand 17:29 F '46  
Co-operation ahead for ASA and Commerce  
department, Elec Eng 65:183 Ap '46  
Honor War committee members; engineers  
who helped prepare American war stand-  
ards given Victory awards, Ind Stand 17:  
245-50 O '46  
Interchange of standards promotes interna-  
tional trade; American standards associa-  
tion in continuous cooperative contact with  
Mexican standards department, G. S. Case,  
Ind Stand 16:243 N '45  
New opportunity for free enterprise; exchange  
of letters between H. A. Wallace, C. E.  
Wilson and H. B. Bryans, Ind Stand 17:65-9  
Ap '46  
New year starts new epoch for ASA, H. S.  
Osborne, Ind Stand 17:6-7 Ja '46  
Return of standards determination to private  
enterprise favored, Steel 118:84+ Mr 18 '46  
Standards assn. will cover consumer goods;  
to set plan for approval ads, Ptr Ink 214:  
115 Mr 15 '46
- AMERICAN statistical association**  
Membership directory, 1945, Am Stat Assn  
J 40:553-662 pt 2 D '45  
Membership of the American statistical as-  
sociation; an analysis, A. Hurwitz and F.  
C. Mann, Am Stat Assn J 41:155-70 Je '46  
Proceedings, 105th annual meeting, Cleveland,  
Jan. 24-27, Am Stat Assn J 41:77-110 Mr  
'46
- AMERICAN steel foundries**  
Plant sale balked; Justice department re-  
fuses to let WAA transfer foundry, Bsns  
W p17 JI 20 '46
- AMERICAN steel warehouse association**  
Annual meeting, 37th, New York, Steel 118:  
63-4, 77 My 27 '46; Iron Age 157:93-6 My 30  
'46
- AMERICAN superpower corporation**  
High leverage on Superpower preferred, Bar-  
ron's 26:7 N 11 '46
- AMERICAN-SWISS foundation for scientific  
exchange**  
Closer ties between scientists here and  
abroad, Science 104:82 JI 26 '46
- AMERICAN telephone and telegraph company**  
Annual report, Comm & Fin Chr 163:1150-1  
Mr 4 '46  
Bell system; its still busy, map Bsns W p46+  
O 26 '46  
Biggest issue; stock and bond proposal, Bsns  
W p82 S 7 '46  
Debentures offered, Comm & Fin Chr 164:  
413-14 JI 22 '46  
Financial position, Mag of Wall St 77:696-7  
Mr 16 '46  
Rights having usual effect on ATT, Bar-  
ron's 26:14 Ag 25 '46  
Securities disturbing investors, H. S. Coffin,  
Mag of Wall St 78:756 S 28 '46  
Telephone demand and supply, Pub Util 38:  
355-6 S 12 '46  
Telephone financing tailored to fit unfavorable  
market, H. G. Guthmann, Barron's 26:9 S  
30 '46  
To-day's investment position, J. C. Clifford,  
Il Mag of Wall St 79:22-4+ O 12 '46  
What should a business do about public re-  
lations? It should tell its own story, not  
try to speak for economic system, A. W.  
Page and K. S. McHugh, Adv & Sell 39:  
41-2+ O '46
- AMERICAN tobacco company**  
Annual report, Comm & Fin Chr 163:1151  
Mr 4 '46  
Financial position, Mag of Wall St 77:696,  
720 Mr 16 '46  
George Washington Hill dead; great exponent  
of advertising, Ptr Ink 216:49+ S 20 '46  
Stocks for defensive investment, Mag of Wall  
St 79:86-7 O 26 '46
- AMERICAN trade association executives**  
Annual meeting, Chicago, Dom Comm 34:47-  
9 Ja '46  
Officers, Oil Paint & Drug Rep 150:3 O 21 '46
- AMERICAN transit association**  
Annual meeting, Chicago, Sept. 16-17, Bus  
Transportation 25:39-50 O '46  
Annual meeting, Chicago, Nov. 1-2, Mass  
Transportation 41:267-74 O '45; Bus Trans-  
portation 24:37-55 D '45  
Board of directors meeting, Atlanta, Ga. Jan.  
30-31, pors Mass Transportation 42:20-4 Ja  
'46  
Can the ATA research advisory group hit?  
Mass Transportation 42:377-9 S '46  
Operations economy planned at Chicago  
meeting, Mass Transportation 42:266-8 Je  
'46  
Proposed studies of operating problems, Bus  
Transportation 25:71 S '46  
While auto folks build vast research labs,  
rich transit has only penurious program;  
report on research, Mass Transportation  
42:371-2 S '46
- AMERICAN viscosc corporation**  
Rayon giant plans further growth, J. V. Sher-  
man, Barron's 25:9 D 24 '45  
Review of American Viscosce's textile re-  
search department, G. G. Whytlaw, Il  
Rayon 27:457-60 S '46
- AMERICAN water works and electric com-  
pany**  
Annual report, Comm & Fin Chr 163:1999 Ap  
15 '46  
Big savings possible, Barron's 26:6+ Ap 1  
'46  
Filed plans with SEC, Comm & Fin Chr  
163:1151-2 Mr 4 '46
- AMERICAN water works association**  
Annual meeting, 66th, St Louis, May 6-10,  
Eng N 136:764+, 846-8 My 16, 30 '46; Water  
& Sewage 84:27-8+ My; 17-19+ Je '46;  
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Auditoriums

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**Details**

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Architecture, Domestic—Details  
Doors  
Moldings (architecture)  
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**Study and teaching**

*See also*

Architectural education

**Ecuador**

Prize-winning design for proposed legislative palace, Ecuador. *il* Arch Rec 100:10 O '46

**France**

Le Corbusier plans for the reconstruction of France. Arch Rec 99:92-3 Mr '46

**India**

University building; modern dining hall—auditorium for Indian institute of science. *il* plan diag Arch Forum 84:89-90 Je '46

**Mexico**

Mexico's building boom. *il* Arch Forum 85:10-13 JI '46

**Trinidad**

Letter from Trinidad. A. Burnham, Arch Forum 84:56+ Ja '46

**Venezuela**

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Caracas, Venezuela—Architecture

**ARCHITECTURE, Colonial**

Pleasant living; keynote of traditional colonial house; with blueprints. *il* plan Am Bld 68:74-8 My '46

**ARCHITECTURE, Domestic**

Presenting brickwork by Harold Spitznagel; views and plans. Brick & Clay Rec 109:24-9 S '46

Six best sellers; features the buyers may be selling builders. *il* Fortune 33:164-5 Ap '46  
Today's house. *il* map plans diags Arch Forum 85:97-144+ JI '46

*See also*

Apartment houses, Hillside architecture  
Remodeled Houses  
Bathrooms Housing  
Beach houses Housing projects  
Brick houses Laundries (rooms)  
Bungalows Mantels  
Closets Plumbing  
Concrete houses Ranch houses  
Cottages Suburban homes  
Country houses Tourist camps,  
Doorways hostels, etc.  
Farmhouses Week-end houses  
Heating

**Architects' homes**

Wright's houses; two residences, built for himself. G. Nelson. *il* Fortune 34:116-25 Ag '46

**Competitions**

Four prize homes from Chicagoland competition. *il* plans diags Am Bld 68:79-81 My '46  
House & Garden prizewinners. *il* Arch Forum 84:8 My '46

Ten prize-winning houses in Chicago Tribune contest. *il* plans Arch Forum 84:112-16 Ap '46

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- Accent on tradition; house with modern accent. *il Am Bld 68:100-1 Je '46*
- Adaptation of the popular ranch house; with blueprints. *il Am Bld 68:74-6 J1 '46*
- Architect pioneers new building ideas in this home. *il plans Am Bld 68:72-3 My '46*
- Building types: houses; reference studies on design and planning. *il plans Arch Rec 98:107-22 D '45*
- Bungalow apartments; answer to the veterans' housing problem. *il plans Am Bld 68:82-3 J1 '46*
- Case study house solves living problems of a small family. *il plans Arch Forum 85:107-8 O '46*
- Chicago builder completes prewar building program; Scarsdale estates. *il plans Am Bld 68:64-7 Ag '46*
- Chicagoland ranch house. *il plan Am Bld 68:78 S '46*
- Chinchilla farm; veteran sets up small estate for raising chinchilla rabbits in Glen Echo Heights, Md, map plans diags Arch Forum 84:94-5 My '46
- Colonial influence provides background for good living; with blueprints. *il diags Am Bld 68:70-2 Ag '46*
- Comfort and utility packed with appeal; with blueprints. *il Am Bld 68:90-4 Je '46*
- Conservative Dutch colonial homes are in demand. *il plans Am Bld 68:88-9 Ja '46*
- Co-op scheme cuts house costs; Sunlight Knolls project, Yonkers, N.Y. *il plans Arch Rec 99:32-3 Je '46*
- Designed for a corner location; with blueprints. *il Am Bld 68:82-6 S '46*
- Early Virginia farmhouse; replica of pre-revolutionary house. *il Am Bld 68:96-7 Je '46*
- Emblematic of peace and security; with blueprints. *il Am Bld 68:73-5 Ag '46*
- Emergency plans; how to build quick but permanent houses is problem tackled by many cities. *plans Arch Forum 84:11 Mr '46*
- Every window frames a western landscape. *il plans Am Bld 68:76-7 S '46*
- For more space build it round. *il plan Am Bld 68:98-9 Mr '46*
- Fort Worth builders plan veterans' lowcost homes complete with electric kitchens. *il plans Am Bld 68:84-7 My '46*
- Four houses in group effort at Winchester, Mass. *il plans Arch Rec 99:94-8 Je '46*
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- Full freedom for the children and peace for parents; house in San Mateo, Calif. *il plans Arch Rec 99:76-81 Mr '46*
- Functional planning assures more desirable homes. *il Am Bld 68:84-5 O '46*
- G.I. house in Oregon; small house in Buffalo. *il plans diag Arch Forum 83:126-7 N '45*
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- House divided keeps the peace; residence, San Francisco. *il plans Arch Rec 100:88-91 S '46*
- House equipment packaged; Borg-Warner's Ingersoll consolidates all utilities in a unit; tries it out in model houses in Kalamazoo, Mich. *il plans diags Arch Forum 84:81-96 F '46*
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- House in Texas provides maximum living in two major rooms. *il plans Arch Forum 85:109 O '46*
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- Low cost houses. *il plans Arch Forum 85:128-9 J1 '46*
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- Plan to build in four stages. *il plan Arch Rec 99:98 F '46*
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- Portfolio of work by Bertrand Goldberg. *il plans Arch Forum 84:107-15 Mr '46*
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- Prize competition introduces new bureau for small house plans; Washington State chapter of A.I.A. and Seattle Master builders assn. *il plans Am Bld 68:95-8 Ap '46*
- Putting quality and individuality into a street of medium-priced homes; seven-house project in Ann Arbor, Mich. *il plans Am Bld 68:94-7 S '46*
- Rental housing. *il Arch Rec 99:77-90 My '46*
- Sale-rental units; built by simple carpenter-construction. *il plans diag Arch Forum 85:122-3 J1 '46*
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- Small home plans suggested for veterans' housing program. *plans Am Bld 68:78-9 Ag '46*
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- Suburban house, Santa Monica, Calif. to serve as office of composer-owner. *il plans Arch Forum 84:85 My '46*
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 World's fair of demonstration homes at Ingersoll village, Kalamazoo, Mich.; living showroom of the utility unit. *il plans Am Bld 68:88-93 S '46*  
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**Apartment houses—**  
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Better detail plate; attic alteration; design for boy's room. R. J. Alexander, plans diags *Am Bld 68:96-7 Ja '46*  
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*See also*  
 Doorways  
 Stairways  
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Four-family unit for a hilly plot. *il plans Arch Rec 99:84-5 My '46*  
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#### Remodeling

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These are duplex homes; three exteriors, one plan. *il plans Am Bld 68:86-7 Ja '46*  
 Twin houses in Washington, D.C. *il plans Arch Forum 85:90 Ag '46*

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Four houses to start Arizona's new boom. *il plans Arch Rec 99:94-5 F '46*

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Country house in California. *il plans diag Arch Forum 84:81-4 My '46*  
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Automobile factories	Motor truck industry
Automobile parts	Taxicabs
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General motors corporation	Willis-Overland motors, inc.
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**BANK supplies.** See Bank equipment and supplies

**BANK tellers.** See Banks and banking—Tellers

**BANK vaults.** See Vaults

**BANKERS****See also**

Women as bankers

**BANKERS' associations**

**See also**

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**BREWSTER, William Edwards, 1889-** Sketch. por Min & Met 27:500 O '46**BREWSTER, William J. 1893-** Sketch. por Explosives Eng 23:234-5 N '45**BREWSTER** aeronautical corporation Brewster to quit. Bsns W p43+ Ap 13 '46**BRICK, Fire.** See Fire brick**BRICK buildings**

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Masonry**Design**

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**BRICKLAYING**

Bricklaying machine is designed to lay up to 100,000 brick in 8 hours. il diags Brick & Clay Rec 108:38-9 Ap '46  
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**BRICKMAKING**

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| Bricks               | Sheet metal work,   |
| Cement               | Architectural       |
| Clay products        | Shipbuilding—Ma-    |
| Concrete             | terials             |
| Concrete, Reinforced | Siding (building)   |
| Concrete blocks      | Slate               |
| Flooring             | Sound absorbent ma- |
| Gypsum               | terials             |
| Lime                 | Steel, Structural   |
| Lumber               | Strength of ma-     |
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|---------------------------|---|
| Brick industry and trade  | Houses, Prefabricated   |
| Cement industry and trade | Housing projects  |
|                           | Lumber trade  |
|                           | Plumbing trade  |
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Architecture  
Bank buildings  
College buildings  
Community centers  
Concrete buildings  
Factories  
Farm buildings  
Foundries  
Gasoline service stations  
High buildings  
Hospitals  
Hotels  
Houses  
Industrial buildings  
Mechanical equipment of buildings  
Military buildings

Mine buildings  
Municipal buildings  
Office buildings  
Public buildings  
Race track buildings  
Railroads—Buildings and structures  
Recreation buildings  
School buildings  
Sheet metal buildings  
Shopping centers  
Society buildings  
Steel buildings  
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Corporations	Office management
Credit	Orders
Credit departments	Organization in industry
Department stores—Management	Planning
Diversification in industry	Profit
Employment management	Public relations
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| Electric railroads      | Pipe lines                        |
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| Car cooling and other headings beginning  | Mine cars             |
| car                                       | Motor cars (railroad) |
| Dining cars                               | Refrigerator cars     |
| Freight cars                              | Sleeping cars         |
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| Distillation apparatus                       | Scrubbers             |
| Evaporators                                  | Shaking apparatus     |
| Extraction apparatus                         | Turbidimeters         |
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(technical chemistry)

Flotation process

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| Chemicals            | Pottery             |
| Chemistry, Technical | Rubber              |
| Dye industry         | Rubber industry and |
| Electrochemistry     | trade               |
| Fertilizer industry  | Salt                |
| Fertilizers          | Soap                |
| Glass                | Soap industry and   |
| Leather industry and | trade               |
| trade                | Solvents            |
| Metallurgy           | Sugar industry and  |
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Gomberg reaction  
Grignard reagents  
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Mannich reaction  
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Grignard reagents

Nessler's reagent  
Solvents



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American chemical society	Royal institute of chemistry
American institute of chemical engineers	Société de chimie
Chemical institute of Canada	industrielle

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Alcohols  
Catalysts  
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## See also

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Atoms	Liquids
Bases (chemistry)	Metallurgy
Biological chemistry	Metals
Catalysis	Molecules
Chemical reaction	Oxidation
and other headings	Pharmacology
beginning Chemical	Photochemistry
Chemicals	Poisons, Industrial
Chemists	Radioactive sub-
Colloids	stances
Color	Reduction, Chemical
Combustion	Rubber—Chemistry
Condensation, Chem-	Rubber, Artificial—
ical	Chemistry
Crystallization	Salt
Crystallography	Salts
Dyes and dyeing—	Solids
Chemistry	Solution (chemistry)
Electrochemistry	Solvents
Electrolysis	Spectrum
Electrolytes	Stereochemistry
Electrons	Synthesis
Evaporation	Textile chemicals
Explosives	Textile chemistry
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- Chemical education      Chemistry, Organic—  
Chemistry, Analytic      Study and teach-  
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Acidity	Mineralogical analysis
Chromatographic analysis	Nephelometric analysis
Colorimetric analysis	Oil analysis
Combustion analysis	Plants—Chemical analysis
Filter paper	Polarographic analysis
Gas analysis	Spectrum analysis
Gravimetric analysis	Sugar analysis
Indicators and test papers	Textile analysis
Iodometry	Varnish analysis
Metallurgical analysis	Volumetric analysis
Microanalysis	Analysis under names of substances, e.g.
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Colorimetric analysis  
Gravimetric analysis  
Iodine number  
Iodometry  
Polarographic analysis  
Turbidimetric analysis  
Volumetric analysis

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*See also*

Alkaloids	Disinfection and disinfectants
Anesthetics	Drugs
Anesthetics, Local	Hormones
Antacids	Immunity
Antiseptics	Pharmacology
Antispasmodics	Vaccines
Chemotherapy	Vitamins

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*See also*

Acids, Fatty	Esterification
Alcohols	Esters
Aldehydes	Ethers
Alkaloids	Grignard reagents
Amines	Hydrocarbons
Carbohydrates	Ketones
Carbon	Polymerization
Cellulose	Proteins
Condensation, Chemical	Radicals (chemistry)
Cyclic compounds	Stereochemistry
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Crystallization

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Electrochemistry

Electrolysis

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Emulsions

Equation of state

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Soap, Metallic

Soap manufacture

Solvents

Soybeans

Sugar

Sulfuric acid

Synthesis

Tanning

Tanning materials

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Drainage  
Drilling and boring (earth and rocks)  
Dry docks  
Earthwork  
Filling  
Flood control  
Foundations  
Highway engineering  
Hydraulic engineering  
Irrigation  
Landslides  
Marine engineering  
Mining engineering  
Moving of structures  
Municipal engineering

Piers  
Piles and pile driving  
Pipe laying  
Public works  
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Regional planning  
Rivers  
Roads  
Sanitary engineering  
Sewerage  
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Ceramics	Stoneware
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Coal cleaning	Metal cleaning
Degreasing	Sand blast
Dishwashing	Soap
Dyes and dyeing	
also subdivision	Cleaning under special
subjects, e.g.	
Airplane engines	Pipes
Castings	Sewage tanks
Electric machinery	Silverware
Factories	Steel
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*See also*

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Clothing, Protective	Sweaters
Dress factories	Textile fabrics
Dresses	Underwear
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| Colorimetric analysis        | Package goods—Color              |
| Colors                       | Paper—Color                      |
| Discoloration                | Pigments                         |
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Export trade	Shipment of goods
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International trade and services association	Trade marks
International trade organization (proposed)	Transportation
	Trusts, Industrial—
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**CONCRETE plants***See also*

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Concrete slabs  
Pipes, Concrete

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New plant making precast steps and other specialty items; Lister concrete products. H. E. Swanson. *il* Rock Prod 49:186-7+ Ag '46

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Beer containers	Paper boxes
Bottles	Paper containers
Cans	Pottery containers
Closures (containers)	Pressure vessels
Container industry	Tanks
Glass containers	Tin cans
Kegs	Trays (containers)
Labels	Tubes (containers)
Package design	

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| Electric control        | Pressure regulators                  |
| Electric motors         | Servomechanisms                      |
| Governors (machinery)   | Temperature-Regulation               |
| Hydraulic control       | Vacuum tubes—Control uses            |
| Magnetic control        |                                      |
| <i>also</i> subdivision | Control under special subjects, e.g. |
| Airplanes               | Distillation apparatus               |
| Bleaching               | Machine tools                        |
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| Coal handling                   | Hoisting machinery    |
| Coal mining machinery—Conveyors | Loading and unloading |
| Cranes, derricks, etc.          | Mechanical handling   |
| Electric driving—               | Monorail conveyors    |
| Conveying machinery             | Ore handling          |
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- COOKERY**

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- |                     |                    |
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Chemical plants—Equipment	Monel metal
Chromium nickel steel	Paint, Protective
Chromium steel	Steel, Corrosion resisting
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**CORRUGATED paper board.** See Paper board, Corrugated

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Nail polishes

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Cost of living	Power cost
Factory costs	Sales costs
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 Detroit center-drilling machine with self-centering vise. *il Mach* 53:223 N '46  
 Does the drill point clear? measuring drill clearance. W. E. Ainsworth and G. Munro. *il diag Am Mach* 90:120-1 Ag 29 '46  
 Drill jig eliminates milling operation. R. J. DeLucia. *diags Am Mach* 89:141 N 22 '45  
 Equivalent drill sizes; data sheet. Factory Management 103:164, 166 D '45

Gisholt two-element unbalance measuring and correcting equipment; transmits information to machine which drills holes in crankshafts to effect balance. *il Mach* 52:198-200 Ji '46; Same cond. *Automotive & Aviation Ind* 95:41-2 Ji 1 '46; Same cond. *Iron Age* 158:62 Ji 25 '46  
 Inspection on jig-boring and jig-grinding machines. J. R. Moore. *il charts Mach* 52:160-5 Ap '46  
 Interrupted-screw indicator attachment sets boring tools. A. F. Scoblic. *diags Am Mach* 90:124-5 Ja 3 '46  
 Jig-boring and jig-grinding machines promote interchangeability in toolmaking. J. R. Moore. *il Mach* 52:163-6 Mr '46  
 Jones and Shipman crankshaft drilling and reaming machine. *il Engineering* 161:522 My 31 '46; *Engineer* 181:504 My 31 '46  
 Jones and Shipman improved drilling machine. *il Engineer* 180:378 N 9 '46; *Engineering* 160:532 D 28 '45  
 Kearney and Trecker Model C Milwaukee automatic boring machine. *il Steel* 117:83+ D 31 '45  
 Kearns boring machine with a planer type table. *il Engineer* 182:346 O 18 '46  
 Kearns three-spindle horizontal boring machine. *il diags Engineering* 161:416-17, 420 My 3 '46  
 Kearns unit-construction machines. *il Automobile Eng* 36:114-15 Mr '46  
 Meddings high-speed sensitive drilling machine. *il Engineer* 181:117 F 1 '46  
 Microswitch starts drillpress when feed commences. J. McCord. *diag Am Mach* 90:125-6 Ji 4 '46  
 New Sip high-precision jig borer. *il Mach* 52:202-3 Ji 4 '46  
 Newall hydraulically-operated jig borer. *il Engineer* 182:284 S 27 '46  
 Overhead rails overcome awkward positioning of drills. L. Mooradian. *il diags Am Mach* 90:136-7 Mr 14 '46  
 Paddon-Thomsen cylinder boring machines. *il Automobile Eng* 36:36-8 Ja '46  
 Pratt & Whitney jig borer. *il Steel* 117:148 D 10 '45  
 Ring-drilling machine employs high-speed air turbine. A. G. Means, jr. *il diag Am Mach* 90:141 Je 6 '46  
 Transfer-table millpress bores car wheels ten times faster. *il Am Mach* 90:124 S 26 '46  
 See also  
 Boring bars

**DRILLS. See Drilling and boring machinery**

**DRILLS, Oil well**  
 Hydraulic hoisting used in proposed rotary rig. N. Williams. *il Oil & Gas J* 45:148 My 18 '46  
 Ingenious ideas employed to keep older rig operating at maximum efficiency. N. Williams. *il Oil & Gas J* 45:100-1 O 26 '46  
 Large power-type rig in west Texas unitized to facilitate moving. K. M. Fagin. *il diags Pet Eng* 17:154+ Ag '46  
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 Multispeed rig gives high flexibility between rotary table and pumps. K. B. Barnes. *il Oil & Gas J* 45:133-4 Je 15 '46  
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 Packaged power features new rig design. K. E. Barnes. *il Oil & Gas J* 45:207+ Ji 27 '46  
 Salts cored successfully with oil field equipment; carnallite, sylvite and halite deposit, Utah. C. L. Severy. *il diag Eng & Min J* 147:85-7 Ag '46

**DRINKING water, Packaging of**  
 Canning drinking water; container and processing problems. W. J. Mutschler. flow sheet *il Food Ind* 18:1351-3 S '46

**DRINKING water standards. See Water supply—Standards**

**DRINKING water systems**  
 Passenger car auxiliaries; ultra-violet lamps, as drinking water sterilizers. H. H. Hanft. *il Ry Mech Eng* 120:92 F '46  
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 Water for workers. *il Nat Safety* N 53:161-2 Mr '46



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- Building types; drive-in restaurants and luncheonettes; reference studies in design and planning. *Il plans Arch Rec* 100:99-106 S '46
- Drive-in restaurant. *Il map plans diag Arch Forum* 83:162-3 N '46
- Serving the drive-in customer; National Shawmut bank of Boston. R. A. Ilg. *Il Banking* 38:41 N '46
- Two roadside drive-ins use light framing and lots of glass. *Il plans diag Arch Forum* 86:144 O '46

**DRIVEWAYS**

- Driveway cleared of snow by underground pipe coils. *Gas Age* 97:62 Ja 24 '46; Abstract. *Il Am Gas Assn Mo* 28:60 F '46
- Snow melting systems for driveways; Chevrolet-Gear and axle plant. D. D. Douglass. *diag Heat & Ven* 43:73 Je '46

**DROP forging. See Forging****DROP forging association**

- Annual meeting, 11th, Chicago June 14-15. *Steel* 118:65 Je 24 '46

**DROP hammers. See Hammers, Drop****DROPPING mercury electrode. See Polarography****DROPS**

- Method of determining the size of droplets dispersed in a gas. R. L. Stoker. *Il diag J Ap Phys* 17:243-5 Ap '46

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- Modernized stock control plan; Lehn & Fink products corporation. J. C. Metsch. *Il Am Bsns* 15:14-15+ D '45

- Pharmaceutical plant uses scale models for plant and equipment layout and design; Johnson & Johnson baby products plant. Cranford, N.J. *Il Chem Eng* 53:104-5 O '46
- Streptomycin engineered into commercial production. R. W. Porter. *flow sheet* (p142-5) *Il Chem Eng* 53:94-8 O '46

**Accidents**

- Accident toll cut; Winthrop chemical company; abstract. B. Barton. *Safety Eng* 91:58 F '46

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- Cycle of morphine addiction. E. G. Williams and F. W. Oberst. *biolog Pub Health Rep* 61:1-26 Ja 4 '46

- Cycle of morphine addiction; biological and psychological studies. R. R. Brown. *biolog Pub Health Rep* 61:37-53 Ja 11 '46

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- How Rexall will gird independent retailers for chain competition; reconverting outdated retail establishments into superstores. *Il Sales Management* 56:37-9 Je 15 '46

- Large corner drug store opened up; with construction details. *Il Am Bld* 67:80-1 N '46

- Owl-Rexall super drug store, Hollywood. *Il Am Bsns* 16:14-15 S '46

- Sleepers: an argument for advertising continuity! four drug stores quickly round up 149 items no longer called for, in Printers' Ink investigation. V. J. Dallaire. *Il Ptr Ink* 214:23-4 Ja 18 '46

- Tomorrow's drug store; how will it look? what will it sell? B. Zerbe. *Il Adv & Sell* 38:33-4+ D '45

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- Business career in the drug field. G. R. Tompkins. *Il Dom Comm* 34:26-7 My '46

- Costly victory; wholesale druggists fined \$87,000 on no-contest pleas. *Bsns W* p92+ Ja 12 '46

- Drug makers' foreign market next year forecast at double record 1945 level. *Barron's* 26:1 My 20 '46

- Drugs and toiletries; trends in 1946. T. W. Delehanty. *Il Dom Comm* 34:7-8+ Ja '46

- Face-lifting for the Whitehall family. *Il Mod Packaging* 19:106-10 F '46

- Family design for an ethical line; Bristol laboratories. *Il Mod Packaging* 19:101-3+ N '45

- Four-city comparison of buyer preference now available. C. Conlee. *Il Ptr Ink* 216:94+ S 20 '46

- Los Angeles food markets cash in on vest pocket drug stores; systematized as to stock, display, service and replacement; HandySpots. *Il Sales Management* 57:132+ N 1 '46

- NWDA urges sales technique streamlining. *Oil Paint & Drug Rep* 149:7+ Ap 22 '46

- Package design; shall it be individual or uniform for whole line? *Ptr Ink* 214:86+ Mr 22 '46

- Pharmaceuticals: packaging specifications; abstract. H. E. Nack. *Mod Packaging* 19:144 Ap '46

- Progress in drugs, fine chemicals and biological products during 1945. G. C. Green. *Chem Age (Lond)* 64:167-61, 181-6, 205-10, 223-32 F 9-Mr 2 '46

- Taking a big bite out of costs; two-story office and warehouse building, Brunswick drug company, wholesalers, Los Angeles. *Il Am Bsns* 16:18-19 S '46

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- We try to help our customers sell; Frederick Stearns & co. division Sterling drug, Inc. R. C. Brewster. *Am Bsns* 16:18-20 D '45

- What size shippers? a distribution problem; National wholesale druggists' survey. *Il Mod Packaging* 20:33-7+ S '46

- When is a family-style package a sales handicap? Nyal re-designing all packages. D. G. Baird. *Il Sales Management* 56:64+ Ap 1 '46

**See also**

- |  |  |
|--|--|
| American pharmaceutical manufacturers' association | National wholesale druggists association |
| Drug stores  | Proprietary association of America       |
| Drugs—Prices                                       |  |

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- Class appeal in direct mail; three approaches in pharmaceutical selling. W. T. Doyle. *Il Ptr Ink* 216:79-80+ J1 19 '46

- Distinctive mailings avoid the waste basket; color and frequency make drug pieces stand out in doctors' heavy mail. *Il Ptr Ink* 214:28 F 1 '46

- Drug, cosmetic and tobacco ads are greatest offenders. *Ptr Ink* 214:23-4 F 22 '46

- Druggists urged to push radio-advertised products; Miles laboratories mailing goes to 50,000 retailers. *Il Ptr Ink* 215:43 My 31 '46

- How advertisers reach key professional men; four principal ways to influence a market (pharmaceuticals). W. T. Doyle. *Il Ptr Ink* 214:61+ Mr 1 '46

- How to write copy in a straitjacket; problems in the ethical medical field. J. R. Swain. *Adv & Sell* 39:53-4 Ap '46

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- Product expenditures of newspaper advertisers in 1945; medical. *Ptr Ink* 215:68-9 My 3 '46

- Radio station makes inexpensive sales surveys for clients; gets druggists to fill out questionnaires in return for spot announcements. T. R. Cox, jr. *Ptr Ink* 216:43-4 Ag 30 '46

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**DRUG trade—Advertising—Continued**

Started advertising club with dealers; 92% joined immediately; Nyal of Canada, L. E. Wicklum, *il* *Ptr Ink* 213:24-6 D 14 '45  
 Why Parke, Davis is advertising to build prestige for pharmacists, E. G. Baird, *Sales Management* 57:72+ S 15 '46

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Drug business booming, Barron's 26:1 J1 15 '46  
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New horizons for drug companies; with financial survey of leading stocks, W. Beecher, *il* *Mag of Wall St* 78:753-4+ S 28 '46

**Statistics**

Drug store sales in 1945, *Sales Management* estimates, *Sales Management* 56:102, 114 My 10 '46

**Australia**

Australian drugs; war-time production from new sources, *il* *Chem Age (Lond)* 54:256-7 Mr 9 '46

**Costa Rica**

Commodities imported, 1938-1943, *For Comm W* 21:37 D 22 '45

**Germany**

Pharmaceutical activities of I. G. Farbenindustrie, *Chem & Met Eng* 52:200+ N '45

**Iraq**

Drug imports into Iraq, 1938 and 1943, *For Comm W* 22:35 F 2 '46

**Mexico**

Mexican venture; Walgreen co. acquires two stores and right to manufacture, *Bsns W* p80+ Je 8 '46

**Morocco**

French Moroccan imports, 1938 and 1944, *For Comm W* 21:33 D 8 '45

**Persia**

Iran's demand for drugs is expanding, F. A. Delgado and M. D. Hall, *il* *For Comm W* 21:5-6 D 15 '45

**Peru**

Medicinal and pharmaceutical products: advertising subject to government regulations in Peru, *For Comm W* 24:23 S 7 '46

**United States**

World health needs will challenge drug industry, T. W. Delahanty, *il* *For Comm W* 23:3-7+ My 11 '46

**Uruguay**

Medicinal chemical products; imports subject to analytical controls; French codex of 1937 adopted as official national pharmacopoeia, *For Comm W* 25:19+ N 2 '46

**DRUGGISTS. See Pharmacists****DRUGGISTS' liability insurance. See Insurance, Druggists' liability****DRUGS**

ADMA meeting reviews technical progress, *Oil Paint & Drug Rep* 149:7+ My 13 '46  
 Improved remedies and devices are developed, *il* *Dom Comm* 34:21-3 Ag '46  
 Molded and wrapped in one operation; Loro-phyn suppositories, C. Weckesser, *il* *plan Mod Packaging* 19:100-2 Je '46

Postscript; the apothecary's art, *il* *Fortune* 34:129 J1 '46

Some pharmaceutical developments in 1945, E. H. Volwiler and D. W. MacCorquodale, *Chem & Eng N* 24:346-9 F 10 '46

Survey of synthetic medicinals, C. P. Burt, *J Chem Educ* 23:358-61, 412-15 J1-Ag '46

Use of ultraviolet light in tracing the course of a drug through the body, C. H. Taft, *Science* 103:340-1 Mr 15 '46

**See also**

Analgesics	Antacids
Anesthetics	Antiseptics
Anesthetics, Local	Antispasmodics

Aspirin  
 Chemistry, Medical  
 and pharmaceutical  
 Chemotherapy  
 Medicines, Proprietary  
 Penicillin

Pharmaceutical research  
 Pharmacology  
 Poisons  
 Quinine  
 Rutin  
 Sulfanilamide  
 Sulfonamides

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FDA favors revision of certification law, *Oil Paint & Drug Rep* 149:24+ My 13 '46  
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 Fair trade row of druggists, *Bsns W* p86+ D 22 '45

**DRUGS, Veterinary.** See *Veterinary medicine*  
**DRUMMOND forest community.** See *Forests and forestry—Wisconsin*

**DRY cleaning.** See *Cleaning*

**DRY docks**

Captain Cook graving dock at Sydney, M. W. Mehaffey, *il* *diag Eng N* 136:130-7 Ja 24 '46  
 Drydock construction at Cape Town, C. M. J. W. Kohler, *il* *diag Eng N* 136:859-62 My 30 '46

Graving dock lined with shotcrete at Brisbane, Australia, W. H. R. Nimmo, *il* *diag Eng N* 136:481-3 Ap 4 '46

Navy builds; illustrations, *Arch Forum* 84:122-3 Mr '46

Precast forms used for underwater concrete; graving docks at San Francisco, *il* *diag Eng N* 135:868-72 D 27 '45

Sturrock graving dock, Cape Town, D. E. Paterson, *il* *Engineer* 181:122-4, 144-5 F 8-15 '46

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L'amarrage du dock flottant de 25,000 tonnes d'Amsterdam, A. Bijls, *diags Génie Civil* 123:161 Je 15 '46

Drydock launching, *il* *Welding J* 25:998+ O '46

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Lifting capacity control of floating dry docks, J. S. Crandall, *il* *diags Marine Eng* 51:106-7 Je '46

Navy dry dock launched at Dravo, *il* *Marine Eng* 51:111-12 S '46

Navy launches, tests largest drydock ever built on inland river, *il* *Civil Eng* 16:413 S '46; *Steel* 119:87 Ag 19 '46

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They also served; story of navy floating dry docks, R. G. Skerrett, *il* *Comp Air Mag* 50:308-14 D '45

Unusual floating drydock combines steel and wood, J. S. Crandall, *il* *Civil Eng* 16:386-7 S '46

**Construction**

Controlling distortion; navy welding engineers join sections of steel floating dry docks, W. F. Dawson, *il* *Steel* 119:100-1+ S 2 '46

Some problems of welding design and fabrication of steel floating drydocks, A. Amirikian, *il* *diags Welding J* 25:929-35 O '46

Wartime needs develop new techniques in building concrete marine structures; floating docks and forts, *il* *Concrete* 54:8-10 Ag '46

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Wholesale dry goods trading areas; 1945 retail sales 147% more than in 1935; P.I. market exploration, W. P. Burn, *map Ptr Ink* 216:45-8 S 6 '46

**See also**

Department stores	Knit goods
Hosiery	Textile fabrics
also National retail dry goods association	

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Battery plates dried with infrared lamps, E. Jirik and A. J. McIlwraith, *il* *Elec World* 126:150+ S 14 '46

Continuous drying of adsorbent materials, E. Ledoux, *Chem Eng* 53:109-10 S '46

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Clay drying  
Drying apparatus  
Electric machinery—  
Drying  
Electric transformers  
—Drying  
Gas, Natural—Dehydration

Infrared rays—Industrial heating  
Paint—Drying  
Paper drying  
Rayon drying  
Textile drying  
Wood drying

**Tables, calculations, etc.**

Drying and freezing. M. Hirsch. bibliog Refriger Eng 51:331-4+ Ap '46

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- All-electric farm; grain drying by electricity at St. Helens. T. S. Parkinson and G. L. Tomlinson. Il Elec R (Lond) 138:51-3 Ja 11 '46
- Drying seed corn ears with forced heated air; abstract. H. J. Barre. diag Elec World 125:103-4 Ap 27 '46
- Electric grain drying; farm at Hampton, Oxfordshire. Il Elec R (Lond) 139:463-4 S 20 '46

*See also*

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Wheat—Drying

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Drying and freezing. M. Hirsch. bibliog Refriger Eng 51:331-4+ Ap '46

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Conveyors in the food industry; plant for dehydrated vegetables. E. E. Wright. Il Mech Handling 33:532-40 S '46

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*See also*

Food, Dried  
Fruit, Dried  
Vegetables, Dried

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How meat is dehydrated in New Zealand; frozen meat thawed, precooked, ground and trayed; dehydrated in multiple-tunnel dryer. J. C. Andrews. flow sheet Il Food Ind 18:32-3+ Ja '46

Trichinae killed by 120-deg. F. dehydration. L. A. Spindler and others. Il Food Ind 18:342-4+ Mr '46

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*See also*

Silica gel

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- Air handling work for industry; manufacture of drying and ventilating equipment; Universal sheet metal corp. Il Sheet Metal Worker 37:50+ Mr '46
- All electronic penicillin drying system. Franklin Inst J 241:165-6 F '46
- Classification chart aids dryer selection. W. R. Marshall, jr. Il Heating-Piping 18:71-6 My '46
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*See also*

Clothes dryers  
Electric heating, Industrial  
Infrared rays—Industrial heating

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Continuous drying of adsorbent materials. E. Ledoux. Chem Eng 53:109-10 S '46

**Textiles**

Change in condensate return on dryers saves fuel; Denston felt & hair co. A. Welz. Il diags Textile World 96:100-1 Ag '46

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- Drying oil and oleoresinous varnish films; increase in acidity on aging. V. J. Frllette. bibliog Ind & Eng Chem 38:493-6 My '46
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Drying oils and their use in protective coatings. R. Mansell. Paint Oil & Chem R 109: 9-10 S 19 '46

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See also

Linseed oil

Tall oil

Tung oil

**DUAL banking.** See Banks and banking—Dual system

**DUBINSKY, David, 1892-**

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Garment workers. pors Fortune 34:172-9+ N '46

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Portrait. Fortune 34:104 JI '46

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Air bubbles save ducks; compressed air prevents ice formation on lagoon in Milwaukee's Juneau park. il Comp Air Mag 51:46 F '46

**DUCKWORTH, Joseph B.**

Duckworth heads CAB safety unit. por Aviation N 4:40 D 17 '45

**DULUTH, Minnesota**

Bridges

Sky-hook bridge has narrow escape; failure of lifting mechanism. R. Day. il Steel 118:96+ Ap 22 '46

**DULUTH, Missabe and Iron Range railway**  
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 Foundation soils  
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Economic statistics	Standard of living
Food supply	

also subdivision Economic conditions under names of countries and regions, e.g. France—Economic conditions; Germany—Economic conditions; United States—Economic conditions

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Capitalism	Subsidies
Commercial policy	Tariff
Corn laws	Taxation
Economic planning	Wages—Economic aspects
Industry and state	
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Consumption (economics)—Statistics  
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- Engineering education Mining schools and education  
 Foundations, Charitable and educational Moving pictures in education  
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| Division of labor      | Machine shop management |
| Employees—Rating       | Machinery in industry   |
| Employment management  | Motion study            |
| Executives             | Music in industry       |
| Factories—Lighting     | Office management       |
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Electronic cooking

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| Electric conductors             | Electric switchgear          |
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Electric locomotives

Electric motors

Electric plants

Electric protective apparatus

Electric shovels

Electric transformers

Electric welding machines

Electricity in mining

Electricity on the farm

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Mine hoisting, Electric

Pumping machinery, Electric

Refrigerators, Electric

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| Dynamometers                | Oscillographs          |
| Electric engineering        | Photoelectric cells—   |
| —Tables, calculations, etc. | Measurement uses       |
| Electric instruments        | Potential, Electric    |
| Electric meters             | Radio measurements     |
| Electric resistance         | Vacuum tubes—          |
| Electric testing            | Measurement uses       |
| Electric units              | Voltmeters             |
| Electric waves              | Watt hour meters       |
| Frequency measurement       | Wattmeters             |
| Galvanometers               | Wheatstone bridge      |

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- |                  |                  |
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| Demand meters    | Voltmeters       |
| Frequency meters | Watt hour meters |
| Milliammeters    | Wattmeters       |
| Ohmmeters        | Wavemeters       |

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Electric motors, In-	Pumping machinery.
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trol	

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Apprentices	Labor and laboring classes
Bank employees	Labor turnover
Bonus system	Lunches, Employees'
Building trades—Labor conditions	Lunchrooms and cafeterias, Employees'
Chaplains, industrial	Medical service, Industrial
Collective bargaining	Mental hygiene, Industrial
Efficiency, industrial	Mine foremen
Employees—Rating	Music in industry
Employees, Dismissal of	Paper mills—Employees
Employees, Reports to	Psychology, Industrial
Employees, Training of	Recreation
Employees' booklets	Safety devices and measures
Employees' conferences	Sales management
Employees' manuals	Shipyards—Employees
Employees' representation in management	Suggestion systems
Employment departments	Supervisory workers
Employment managers	Time study
Employment systems	Veterans—Reemployment
Factory management	Wage payment plans
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*See also*

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Disabled—Rehabilitation	Agents—Selection
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Employment management	Physical examinations
Foremen—Selection	Salesmen—Selection

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Fire extinguishers  
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Fire apparatus  
Fire extinguishers  
Fire extinction  
Fire resisting materials  
Fireproof construction  
Fireproofing  
Forest fires  
Inflammable mixtures

Insurance, Fire—Pre-ventive work  
Mine fires

Oil fires  
Sprinkling systems  
also subdivision Fires and fire protection under special subjects, e.g.  
Automobiles Paint factories  
Coal mines and min- Petroleum refineries  
ing Piers  
Cotton mills Railroads  
Hotels Steel construction  
Oil refineries

also National fire protection association

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Fireproofing Fire hazards  
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**See also**

Arson	Insurance, Fire
Electric fires	Mine fires
Fire extinction	Oil fires
Fire losses	Plastic materials
Fire protection	Fire hazards
Forest fires	Spontaneous combustion
Inflammable liquids	

also subdivision Fires and fire protection under special subjects, e.g.,

Airports	Oil refineries
Coal mines and mining	Petroleum refineries
Motor trucks	Piers
	Railroads

**FIRESTONE tire and rubber company**

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New machine for measuring wear resistance of walkway materials. A. W. Cizek, Jr. and others. Il Am Soc T M Proc 45:943-51 '45

# **FLOOR** oils

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TVA flooring; cull hardwoods used in laminated product. Il Bsns W p58+ D 15 '45

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Acoustic ratings of floor types; time saver standards. diags Arch Rec 99:125+ My '46

Floors; lumber and concrete, precast and poured. Il diags Arch Forum 85:119 J '46

Heat loss through floors of basementless buildings; reference data. diags Heat & Ven 43:88a-88b Ja '46

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Bridges—Floors  
Factories—Floors

Food factories—  
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New plant built to meet big demand for floor and roof slabs; Cities fuel & supply co. R. S. Torgerson. *il* *il* diag Rock Prod 49:129+ S '46

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**FLORIGEL. See Fullers' earth****FLORISTS**

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Florists' telegraph delivery goes world-wide.

*il* Ptr Ink 214:116 Mr 15 '46

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| Bakers and bakeries            | Food, Frozen      |
| Bread                          | Food preservation |
| Butter                         | Food supply       |
| Canned food                    | Fruit             |
| Cookery                        | Infants' food     |
| Cornstarch                     | Meat              |
| Cost of living                 | Milk              |
| Dairy products                 | Nutrition         |
| Diet                           | Potatoes          |
| Drying (fruits and vegetables) | Poultry           |
| Eggs                           | Restaurants       |
| Farm produce                   | Sugar             |
| Fish as food                   | Taste             |
| Flavor                         | Vegetables        |
| Flour                          | Vitamins          |
|                                | Yeasts            |

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*See also*

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| Drying (fruits and vegetables) | Food factories   |
|                                | Peeling machines |

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Eggs, Dried

Fish, Dried

Fruit, Dried

Meat, Dried

Milk, Dried

Vegetables, Dried

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Freezers

Fruit, Frozen

Milk, Frozen

Shrimps, Frozen

Vegetables, Frozen

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Meat, Frozen—Transportation

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Packing houses—  
 Sanitation

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Bread	Infants' food
Candy trade	Market stores
Canned food	Meat industry and trade
Coffee trade	Milk trade
Dairy products	Packing houses
Food, Dried	Produce terminals
Food, Frozen	Restaurants
Food brokers	Sugar industry and trade
Food packages	
Grain trade	

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 Fish filleting machine  
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Canning and preserv-	Food, Frozen
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Social work—Directories

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Casting machines  
Cupola furnaces  
Foundry ladles

Foundry machinery  
Molds (for casting)  
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Casting machines

Die casting machines

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Foundries—Employ-

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Foundry accounting

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*See also*

Aluminum bronze  
Aluminum founding  
Brass founding  
Bronze founding  
Cast iron  
Casting, Centrifugal  
Castings—Cleaning  
Chilled iron  
Cores  
Cupola furnaces

Die casting  
Electric furnaces,  
Foundry  
Iron founding  
Magnesium founding  
Molds (for casting)  
Pattern making  
Sand, Foundry  
Steel castings  
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*also* Association technique de fonderie de France

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Foundries—Heating  
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Foundry dust

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Blast furnace gas  
Boilers—Firing  
Briquets (fuel)  
Coal  
Coal, Pulverized  
Coke  
Coke dust  
Coke-oven gas  
Combustion  
Diesel engines—Fuel  
Fuel economy  
Furnaces  
Gas as fuel

Gasoline  
Heating  
Internal combustion engines—Fuel  
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Peat  
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- 1946 warm air furnace shipments headed for record. Il Steel 119:76-7 N 4 '46

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- Copper furnace brazing. G. A. Robinson. Il diags Mach 52:139-46 D '45
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| Blast furnaces    | Grates               |
| Cement kilns      | Kilns                |
| Coke ovens        | Lime kilns           |
| Cupola furnaces   | Oil burners          |
| Electric furnaces | Open hearth furnaces |
| Glass furnaces    | Refractory materials |
| Glass tanks       | Refuse incinerators  |

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| Atmosphere control | ing—Atmosphere        |
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- World's largest continuous gas-fired enameling furnace; dual fuel system; Smoot-Holman co. F. A. Herr. Il Am Gas J 165:11-13+ S '46

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- 18,000-ton forging press; with special forging and heat-treating furnaces, produces magnesium and aluminum alloy forgings; Wyman-Gordon products corp. L. E. Browne. Il Steel 118:114-16+ Je 17 '46

**Atmosphere control**

- Precision atmosphere forging; A. O. Smith corp. E. G. de Coriolis. Il Steel 118:90-4 Ap 8 '46

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**See also**

- Electric furnaces,  
Foundry

**Firing**

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**See also**

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**See also**

Blast furnaces      Furnaces, Reverberatory  
Cupola furnaces      Open hearth furnaces

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**See also**

Cupola furnaces      Furnaces, Heating  
Electric furnaces,      Open hearth furnaces  
Steel making

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**FURNESS, Withy and company**

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**See also**

Beds, Folding      Slip covers, Furni-  
Cabinets (furniture)      ture  
Cupboards

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Well-styled built-ins for future homes. *il Am Bld* 67:98 D '45

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Mexican experiment in employee relations; Distribuidora Mexicana, fabricator of office and household metal furniture is complete industrial community. *il Factory Management* 104:66-9 Ap '46

**FURNITURE, Steel****See also**

Tables, Steel

**FURNITURE covers.** See Slip covers, Furniture

**FURNITURE factories****Equipment**

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*See also*

Chairs—Advertising

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**FURNITURE stores**

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 Open design provides excellent display space for a variety of household items in a small area; Hollywood star furniture co. *il map plans diag Arch Forum* 83:157 N '46  
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**FURRIERS' customers insurance. See Insurance, Furriers' customers****FURUNCULOSIS. See Fishes—Diseases and pests****FUSES**

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*See also*

- Exchanges  
 Hedging  
 Speculation

**FUZES. See Fuses****G****G.I. taxicab association**

- G.I.'s find an ally; effort to get permit to run cabs in Philadelphia. *Bsns W* p21 Ja 26 '46

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*See also*  
 Glass, Laminated  
 Plastic materials,  
 Laminated—Glass  
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Glass pots  
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| Federal trade commission       | National war labor board           |
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- Grinding machines  
 Lubrication and lubricants (cutting and grinding)

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- Backing-up roll of roll grinder floats on oil film. *Mach* 52:187 F '46

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- Blake flute grinder. *Il Mach* 53:221 N '46

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- Blake long-taper tap grinder grinds relief with small wheels. *il Am Mach* 89:160 N 22 '45; *Mach* 52:210 D '45
- Car wheel grinder has increased capacity. *il Ry Mech Eng* 119:614 D '45
- Centreless plunge grinding. *Engineer* 181:379 Ap 26 '46
- Churchill centreless grinder. *il Engineer* 181:413 My 3 '46
- Cincinnati Filmatic grinder does center type work on small diameters. *il Am Mach* 90:162 S 26 '46; *Automotive & Aviation Ind* 95:40 O 1 '46; *Mach* 53:199 O '46
- Cincinnati grinders modernizes line of plain precision grinders. *il Am Mach* 90:162+ Ap 11 '46
- Cincinnati grinding machine is hydraulically operated. *il diags Product Eng* 17:96-7 Ag '46
- Cincinnati hydraulic universal grinding machines equipped with new headstock. *il Mach* 52:198 F '46
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- Grand Rapids hydraulic grinder provides for universal setup. *il Am Mach* 90:136 Ja 3 '46
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- Herbert face cutter grinder. *il Automobile Eng* 36:262-3 Je '46
- High-amplification gage and internal grinder hold tolerances to millionths of an inch; airplane fuel injection device; Eclipse-Bendix plant. *il Steel* 118:116 Ap 8 '46
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- Jones and Shipman twist-drill grinding machine. *il Engineering* 162:152 Ag 16 '46; *Engineer* 182:108 Ag 2 '46
- Jones hydraulic cylindrical grinder. *il Engineer* 181:392 Ap 26 '46
- Landis Diesel engine crankshaft grinder uses two motors to drive crankshaft. *il diags Product Eng* 17:456-7 Je '46
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- Machine tool design responds to needs of industry; how machining operations will be affected. *il diags Am Mach* 90:119-22 Mr 28 '46
- Modern flat surface grinding practice. *J. C. Arndt and W. S. Hollowell. il Mach* 53:158-65 S '46
- New equipment. *il Iron Age* 158:77-8 S 12 '46
- Newall hydraulically-operated cylindrical grinder. *il Engineer* 182:239 S 13 '46
- Newall 10-in. cylindrical grinding machine. *il Engineering* 161:248 Mr 15 '46
- Newton radius-link grinders. *il Am Mach* 89:150 D 20 '45; *Mach* 52:194 Ja '46
- Optical grinding machine. *Mech Eng* 68:981 N '46
- Porter-Cable's marketing campaign solves problem of new product promotion; wet belt machines. *W. F. Schleicher. il Ind Marketing* 30:48-9+ D '45
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- Sheffield annular form grinder uses crush-dressing principle. *il Am Mach* 90:162 O 10 '46
- Sheffield templet grinder with electronic control. *il Mach* 52:192 Mr '46; *Iron Age* 157:54 Mr 28 '46; *Steel* 118:109+ Mr 18 '46; *Am Mach* 90:168 Ap 11 '46
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*See also*  
Grinding wheels

**Advertising**

- Co-ordinated campaign for new product; case history of Thompson truform grinders. *E. H. Mook. il Ptr Ink* 215:42-3+ Ap 26 '46

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- Hydrauto bearing for grinding machines. *il diags Engineering* 160:492-3 D 14 '45

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**Advertising**

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- Proper storage of grinding wheels. *F. D. Hart, Jr. il Materials & Methods* 24:949 O '46

**Truing**

- Combination grinding wheel dresser. *J. R. Moore. il diags Machine Design* 18:101-5 S '46
- Crush-dressing of grinding wheels. *R. Y. Moss. il Mech Eng* 68:885-8 O '46
- Flat form contours; new crush grinder. *il diags Steel* 118:86+ Ap 22 '46
- Grinding wheel crusher roll life extended. *il Iron Age* 157:69 My 9 '46
- Moore Panto-Crush wheel-dresser. *il Mach* 53:197-8 O '46; *Am Mach* 90:161 O 10 '46
- New crush-dressing applications. *C. Linxweiler. il diags Mach* 52:143-50 Ja '46

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Production experience proves economy of crush grinding. C. J. Linxweiler and R. Y. Moss. *Il diag Iron Age* 158:34-8 Ag 29 '46

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Sine bar vise dresses surface grinding wheels. W. Dimitruk. *diags Am Mach* 90:144 Ap 11 '46

Substitution of lower-quality industrial diamonds in diamond dresser tools. H. Whitaker. *Il A S M E Trans* 68:35-45 Ja '46  
Thread grinding with crush-dressed and diamond-dressed wheels. E. V. Flanders. *Mach* 53:200-2 N '46

Using diamonds for the crush-forming of grinding wheels. H. L. Strauss, jr. *diags Mach* 52:179 Ja '46

**GRIT blasting.** See Metal cleaning**GROCERY manufacturers of America**

Annual meeting, 37th, New York, Nov. 7-9. Sales Management 55:112+ D 1 '45

**GROCERY stores**

IGA stores to sell many new items; all supplies needed for kitchen, dining room, and bathroom. J. Garth. *Il Am Bsns* 16:14-15+ O '46

Los Angeles food markets cash in on vest pocket drug stores; systematized as to stock, display, service and replacements; HandySpots. *Il Sales Management* 57:132+ N 1 '46

One-stop supermarkets; with tabulation of independent grocers, sales of nonfood commodities. *Bsns W* p70+ JI 27 '46

What to expect in tomorrow's grocery stores. C. W. Dipman. *Adv & Sell* 39:101+ Ja '46

*See also*

Food stores  
Market stores

**GROCERY trade**

Aid to retailers; Smart & Final, Los Angeles wholesale food company, expands business. *Bsns W* p73 O 12 '46

Card system controls fleet inspections; National tea co. *Food Ind* 18:1032-3 JI '46

Forced tie-in grocery sales continue. B. Tolik. *Ptr Ink* 216:91+ Ag 23 '46

Grocery jobber cuts competitive odds for papa and mama stores; Smart & Final co. J. H. Collins. *Il Sales Management* 57:126+ JI 1 '46

Home inventory survey gives advertised brands increased preference; tenth study by Cleveland press. *Ptr Ink* 215:102+ My 3 '46

Independent grocer; report no. 2. *Ptr Ink* 216:128 Ag 16 '46

Inventory of grocery products found in 401 consumers' pantries. *Ptr Ink* 214:108 Mr 8 '46

Planned interviews; key to successful selection of sales trainees; General Foods' method. R. H. Moulton. *Ptr Ink* 215:40-1+ My 3 '46

What to expect in tomorrow's grocery stores. C. W. Dipman. *Adv & Sell* 39:101+ Ja '46

*See also*

Canned food	Independent grocers
Chain stores	alliance of America
Coffee trade	Market stores
Food brokers	Voluntary chain systems
Food industry and trade	
Great Atlantic and Pacific tea company	

**Advertising**

Intensive point-of-sale promotion pays; vegetable dehydration industry sales test in Grand Rapids grocery stores. B. Stanton. *Ptr Ink* 214:57 Ja 4 '46

Presenting the case for cooperative advertising. S. Apt. *Il Adv & Sell* 38:38+ D '45

Product expenditures of newspaper advertisers in 1945; miscellaneous groceries. *Ptr Ink* 215:62+ My 3 '46

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Important purposes of association magazines. W. D. Haderer. *Ptr Ink* 213:148 N 16 '45

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Wholesale grocery territories; food group store sales show increases; P.I. market explorations. W. P. Burn. *map Ptr Ink* 216:37-40 Ag 2 '46

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Drill jig for producing semicircular groove. *diags Mach* 52:184 My '46

Expanding-blade tool makes grooves for snap rings. J. Budnick. *diags Am Mach* 90:128 JI 4 '46

Machining a deep narrow circular groove. D. P. Armstrong. *diags Am Mach* 90:140 Ap 11 '46

**GROUND-fault neutralizer.** See Petersen earth coil

**GROUNDNUTS.** See Peanuts

**GROUNDS and faults.** See Electric distribution—Grounds and faults

**GROUP insurance.** See Insurance, Group

**GROUP medicine.** See Medical service—Group and prepayment plans

**GROUTING**

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Setting heavy machinery on concrete bases; grouting mixtures. R. R. Kaufman. *Am Concrete Inst J* 17:721-4 Je '46

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*See also*

Auxins  
Colchicine

**GUADELOUPE****Economic policy**

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*See also*

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**GUARANTY.** See Suretyship and guaranty

**GUARANTY of bank loans.** See Loans, Bank—Guaranty



**GUARANTY of earnings.** See Wage payment plans—Guaranty of earnings

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Get guard rail conscious. H. F. Barney. *Il Safety Eng* 91:42+ F '46

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Banking law—

Guatemala

Money—Guatemala

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Latin America's economy as world conflict ended. *For Comm W* 24:52-3 JI 13 '46

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**Water supply**

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**GUERIN process.** See Sheet metal work

**GUGGENHEIM, John Simon, memorial foundation**

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**GUIDED missiles.** See Bombs, Flying

**GUILLET, Léon, 1873-1946**

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Geology—Gulf Coast region

**GULF oil corporation**

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Chicle	Mesquite gum
Coal—Resin content	Naval stores
Ester gums	Resinous products
Gum tragacanth	

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Gums; import trends, 1943-1945; graph. *For Comm W* 23:39 Mr 18 '46

**GUN cameras.** See Airplanes, Military—Gun cameras

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Electronic night sight; target illuminated by infrared light; combination orthicon and cathod-ray tube with built-in electron multiplier converts reflected light into visible image. *Il diag Electronics* 19:95 Je '46

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Sights

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**GUNS**

See also

Revolvers  
Rifles

**Manufacture**

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Cutting an increasing twist in gun rifling. G. Tonn. *diags Mach* 53:176-8 S '46

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Recoilless guns. *Tech R* 48:418 My '46

See also

Compressed air guns  
Machine guns  
Naval guns

## GUNS (ordnance)—Continued

## Manufacture

- Centrifugal casting of steel in wartime Germany. C. W. Briggs. *il* *diags* Foundry 74: 96-7+ O '46
- Foundry research at Watertown arsenal; adoption of centrifugal casting process in gun barrel production. W. G. Gude. *il* Foundry 73:104-6+ D '45
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## Sights

- Powerful new gunnery system for final blow against Japs. Franklin Inst J 241:388-90 My '46

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- General manager of the International monetary fund. *por* Comm & Fin Chr 163:2658 My 16 '46

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- Design and capacity of gutter inlets. N. W. Conner. *Pub* Works 77:36 JI '46
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Harriman appointment pleases almost everybody. *por Bsns W* p7 S 23 '46

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| Boilers, Heating                              | Insulation (heat)                 |
| Building—Heating aspects                      | Mechanical equipment of buildings |
| Electric heating                              | Oil burners                       |
| Fuel  | Oil fuel                          |
| Furnaces, Warm air                            | Solar heating                     |
| Gas heating                                   | Steam heating                     |
| Heaters                                       | Ventilation                       |
| Heating from central stations                 | Walks, Concrete—Heating           |
| also subdivision under special subjects, e.g. |                                   |
| Airplanes                                     | Moving picture theaters           |
| Apartment houses                              | Office buildings                  |
| Churches                                      | School buildings                  |
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Drying apparatus	Oil fuel
Electric heating, Industrial	Open hearth process
Foundry practice	Oxyacetylene flame
Furnaces, Heating	Paint—Drying
Gas heating, Industrial	Paper drying
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Petroleum research develops new products and wider markets for the Texas company; Beacon laboratories, house organ, booklets. *Il diags Ind Marketing* 31:44-5+ Mr '46

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**HOUSEFLIES.** See Flies

**HOUSEHOLD appliances.** See Domestic appliances; Electric apparatus and appliances, Domestic; Gas appliances, Domestic

**HOUSEHOLD furniture insurance.** See Insurance, Household furniture

**HOUSEHOLD pests**

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Color in shock-resistant materials. *Il Mod Plastics* 23:128-9 F '46

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Electric apparatus and appliances, Domestic  
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Ironing machines  
Kitchens—Equipment  
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Apartment houses  
Architecture, Domestic  
Brick houses  
Bungalows  
Concrete houses  
Cottages  
Country houses

Home ownership  
Housing  
Log cabins  
Ranch houses  
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Equipment: heating, kitchen, bathroom, and plumbing. *il plans diags Arch Forum 85:130-3 Jl '46*

First prefabricated kitchen-bath-laundry appears in Canada. *il Arch Forum 84:171 Ja '46*

Fritz B. Burns \$75,000 postwar research house. *il plan Am Bld 68:76-87 Ap '46*

Heart of the home of tomorrow; Ingersoll utility unit. *il plans diags Am Bld 68:98-101+ F '46*

Home utility unit; kitchen, laundry and bath planned around mechanical core containing heating, plumbing and electrical services. *plan Arch Forum 83:190 D '45*; *Product Eng 17:109 F '46*; *il Heat & Ven 43:94-5 F '46*

House equipment packaged; Borg-Warner's Ingersoll consolidates all utilities in a unit. *il plans diags Arch Forum 84:81-96 F '46*

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\$75,000 showcase on a glamorous Los Angeles lot features new equipment and 100 ideas for living. *il plans diags Arch Forum 84: 98-104 Mr '46*

Show place like home; exhibition house, Los Angeles. *il plans diags Arch Rec 99:90-9 Ap '46*

Tomorrow's house and gadgetry. *il Bsns W p18 Mr 9 '46*

World's fair of demonstration homes at Ingersoll village, Kalamazoo, Mich.; living showroom of the utility unit. *il plans Am Bld 68:88-93 S '46*

**HOUSES, Concrete. See Concrete houses****HOUSES, Demountable**

Houses by the carload to help relieve the veterans' housing shortage. *il Sheet Metal Worker 37:34+ Mr '46*

Housing sale; exhibit of temporary homes to show conversion possibilities. *il Bsns W p46+ D 29 '45*

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Aluminum ducts in model home. *il plans diags Arch Forum 84:76-87 Ap '46*

Ceramics play major role in showcase house. *il Cer Ind 47:41 Jl '46*

Fritz B. Burns \$75,000 postwar research house. *il plan Am Bld 68:76-87 Ap '46*

From experiment to achievement; Radiation ltd. sponsors two experimental houses. *il Gas J (Lond) 246:677 N 14 '45*

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Electric industries      Gas industry—Model  
—Model home ex-      home exhibits  
hibits

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Goodyear announces peacetime debut of \$2,000 Wingfoot home. *J. C. Thomas, il* plan *Sales Management* 55:138-9+ N 15 '45

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Advantages of partial prefabrication. *il* *Arch Forum* 85:141 JI '46

Aircraft housing deal moves toward action; Goodyear, Taylorcraft, Consolidated entering aluminum prefab field. *B. Stubblefield, Aviation* 6:11 O 21 '46

Aircraft industry will make aluminum houses for veterans. *B. Stubblefield, il* *Aviation* N 6:7 S 2 '46

Aluminum plastic panels aim at \$3,000 prefab house. *il* plan *Arch Forum* 84:7 Je '46

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Commercial model of hemispherical house unveiled; Fuller house. *il* plan *Bsns W* p46 Mr 23 '46; *Eng N* 136:444-5 Mr 28 '46; *diags Heat & Ven* 43:100-1 Ap '46

Co-op prefab; Atlanta veterans combine to build; U.S. homes, inc. *il* plan *Arch Forum* 85:16+ S '46

Department store subdivision contains eight preassembled houses; John Wanamaker. *il* plans *Arch Forum* 84:7 F '46

Design, materials and methods combined in new type house; Fuller houses, inc. *J. Anthony, il* plans *Iron Age* 157:105-7 Mr 28 '46  
8,000 lb. house; Fuller's four room, two bath unit is made of plane materials by plane mechanics. *il* plans *Arch Forum* 84:129-36 Ap '46

Equipment developed for mass production of precast concrete houses; Tournalayer casts fourroom concrete house, lifts carries and lowers house onto its permanent site. *il* *Eng N* 136:711-14 My 2 '46

Expedite delivery of prefab supplies. *Eng N* 136:397 Mr 21 '46

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Honeycomb house displayed by Lincoln brothers, Marion, Va.; aluminum panels with paper-plastic core. *Bsns W* p66-8+ My 25 '46

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Mass distribution of prefabricated homes on the way; Gunnison plans dealer for every town of 9,000 and over. *E. J. Dever, jr. il* *Ptr Ink* 214:23-5+ Ja 11 '46

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Pattern for prefab controls; NHA agreement with HomeOla. *il* *Bsns W* p48 O 12 '46

Plastic-aluminum houses. *il* *Mech Eng* 68:898 O '46

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Prefab target; Antonin Raymond duplicates Japanese workers houses for U.S. army. *il* *diag Arch Forum* 84:11 Ja '46

Prefab test; M.I.T. housing experiment. *il* *Bsns W* p44 N 17 '45

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Prefabrication is still young. *R. Porter, il* *Banking* 38:59-60+ Mr '46

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Prefabricator acquires facilities for manufacturing 4000 homes a year; Adirondack log cabin company's Patchogue, Long Island, plant. *il* *Am Bld* 68:106 JI '46

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Real estate loans are made when homes are found; we found the homes; Naperville, Ill. National bank. *L. H. Clemens, il* *Bankers Mo* 63:502-4 O '46

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Steel houses  
also Prefabricated home manufacturers institute

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- Old cottage becomes veteran's castle. *Il plan Am Bld 68:99-101 Ap '46*
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**See also****Apartment houses, Remodeled****HOUSES, Row**

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|--------------------------------|------------------|
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| City planning                  | Housing projects |
| Company towns                  | Negroes—Housing  |
| Federal housing administration | Rent             |
|                                | Slums            |

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*See also*

Aqueducts	Irrigation
Artesian wells	Jetties
Bridges—Foundations and piers	Levees
Caissons	Piers
Channels	Pumping
Cofferdams	Pumping machinery
Dams	Pumping stations
Dikes (engineering)	Pumps
Drainage	Reservoirs
Flood control	Sand traps
Gates, Hydraulic	Shore protection
Harbors	Siphons
Hydraulic machinery	Spillways
Hydraulic models	Stream measurement
Hydraulic transmission	Tidal power
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Hydrodynamics	Water supply engineering
Hydroelectric plants	Waterworks
	Wells

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*See also*

Airplanes—Hydraulic equipment	Hydraulic transmission
Archimedean screw	Pumps
Hydraulic presses	Turbines
	Valves, Hydraulic

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Gold dredging

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Cavitation

Floods

Flow meters

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Butadiene	Paraffins
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Coal tar products	Propane
Fischer-Tropsch process	Styrene
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Columbia river—  
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**INDUSTRIAL** arts

See also

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Architecture	Mechanical engineering
Building	Metal work
Ceramics	Metallurgy
Chemical engineering	Paint
Chemistry, Technical	Paper making
Clay products	Patents
Design	Photography
Dyes and dyeing	Plumbing
Electric engineering	Pottery
Engineering	Printing
Factories	Production
Foundry practice	Rubber
Glass manufacture	Shipbuilding
Industrial research	Soap
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Machine shop practice	Technology
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 Cities and towns—In-  
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 Corporations  
 Diversification in  
 industry  
 Efficiency, Industrial  
 Factories  
 Government regula-  
 tion of industry  
 Handicraft  
 Industrial market  
 and other headings  
 beginning Indus-  
 trial

Labor and laboring  
 classes  
 Location in industry  
 Manufactures  
 Moving pictures in  
 industry  
 Planning  
 Production  
 Specialization in in-  
 dustry  
 Standardization  
 Trade associations  
 Unemployment

Business  
 Cities and towns—In-  
 dustries  
 Corporations  
 Diversification in  
 industry  
 Efficiency, Industrial  
 Factories  
 Government regula-  
 tion of industry  
 Handicraft  
 Industrial market  
 and other headings  
 beginning Indus-  
 trial

**also names of industries, e.g.**

Ceramic industries  
 Chemical industries  
 Dairying  
 Gas industry  
 Iron industry and  
 trade  
 Mineral industries  
 Moving picture in-  
 dustry  
 Textile industry

Oil industries  
 Petroleum industry  
 and trade  
 Plastic industries  
 Pottery industry  
 Printing trade  
 Steel industry and  
 trade  
 Textile industry

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 Economic policy  
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 Government competi-  
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 Government owner-  
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 tion of industry  
 Industrial demobili-  
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Balances  
Control equipment  
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Electric instruments  
Integrators  
Magnetic instruments  
Measuring instruments  
Medical instruments and apparatus  
Nautical instruments  
Optical instruments  
Radio instruments  
Radio meteorographs



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 also subdivision Study and teaching under various insurance headings, e.g. Insurance, Life—Study and teaching  
 also American association of university teachers of insurance; American institute for property and liability underwriters; Insurance institute of America

## Taxation

See also  
 Insurance, Life— Insurance companies  
 Taxation —Taxation

## Terminology

See also  
 Underwriter (term)

## Valuation of property

Black market costs do not figure in value. Nat Underw 50:26 O 3 '46  
 Problems for insured in valuing personal property. Nat Underw 50:8 S 5 '46

## See also

Insurance, Fire—  
 Valuation of  
 property

## Wholesale insurance

Prudential writes group insurance for groups of less than 50 lives. Life Ins Courant 51:244-5 My '46; Nat Underw (Life ed) 50:7+ Mr 29 '46

## See also

Insurance, Accident Insurance, Life—  
 —Wholesale insurance Wholesale insurance

## Canada

Association of superintendents of insurance of Canada meeting, Quebec. East Underw 46:5 N 23 '45

## Germany

Insurance in Germany today. E. C. Steefel. East Underw 47:19 Je 28; 22 Jl 5 '46

## Great Britain

British insurance. Economist 151:501-2+ S 28 '46  
 British insurance prospects; labor government no menace to freedom of action. W. Juul. Nat Underw 49:19-20+ D 27 '45; Same. Nat Underw (Life ed) 50:2+ Ja 4 '46  
 Views of London market. J. N. Gilbert. Nat Underw 49:21+ D 27 '45

## New York (state)

Annual message to legislature. T. E. Dewey. Weekly Underw 154:145+ Ja 12 '46  
 Report to Legislature tells of present steps to improve regulation. R. E. Dineen. East Underw 47:1+ F 22 '46; Abstracts. Nat Underw 50:19+ F 21 '46; Spectator (Property ed) 11:24 F 28 '46; Weekly Underw 154:497+ F 23 '46

## See also

Insurance law—New  
 York (state)

## Norway

Insurance in Norway during the occupation. J. Vemmestad. Nat Underw 49:8 N 8 '45

## Philippine Islands

Mickey Mouse cash still bedevils Manila insurers; claims under policies paid for in Japanese occupation currency. Nat Underw 50:12 N 7 '46; Same. Nat Underw (Life ed) 50:2+ N 8 '46

## Saskatchewan

Covers public institutions; Saskatchewan government insurance office demands insurance with grants. East Underw 47:25 Ag 9 '46  
 Saskatchewan insurance office forces rates down; government plan assailed. East Underw 47:18 Ag 2 '46

## South Africa

Observations on South African practices. A. Kahn. Nat Underw 50:21 Jl 11 '46

## Southern states

Underwriting results in South in 1945. M. R. McGruder. Weekly Underw 154:16+ Ja 5 '46

## Sweden

Swedish insurance man visits companies here; Nils E. Frick; work of Public relations department, Swedish insurance association. East Underw 47:6 S 27 '46

## INSURANCE, Accident

A. & H. bureau enunciates position on regulation; treats policy provisions and advertising; claim practices, rates. Nat Underw 50:23+ My 2 '46; Same. Nat Underw (Life ed) 50:2+ My 3 '46

A. & H. conference ends civilian war pool. East Underw 46:29 N 23 '45; Same cond. Nat Underw 49:22 N 29 '45

A. & H. discussion before Hemispheric meeting. P. H. Rogers. East Underw 47:46 My 17 '46

A. & H. outlook in reconversion era. W. L. Clapp. East Underw 46:102+ D 14 '45

A. & H. regulatory bill without rate control offered; Conference submits comprehensive legislation to all-industry group. Nat Underw 50:27+ O 24 '46; Nat Underw (Life ed) 50:2+ O 25 '46; East Underw 47:31+ O 25 '46; Weekly Underw 155:1006+ O 26 '46

A.&H. survey by U.S. chamber sent to 463 companies. East Underw 47:34 S 20 '46

Accident business is stringently regulated; requirements of different states. Weekly Underw 155:793+ O 5 '46

Accident-health not bad boy of insurance; refutes prevalent misconception; abstracts. H. R. Gordon. Nat Underw (H. & A. conference no) 50:4+ My 24 '46; East Underw 47:39+ My 24 '46

Action on controversial A. & H. issues deferred by commissioners committees and H. & A. conference. Nat Underw 50:23+ F 14 '46; Same cond. Nat Underw (Life ed) 50:4-5 F 15 '46

Bright future for accident-health; abstracts. H. R. Gordon. Nat Underw 50:24 Ap 4 '46; East Underw 47:28+ Ap 5 '46

Four biggest A. & H. problems ahead. J. F. Follmann. East Underw 47:48 S 27 '46

Legal aspects of accident and health regulation. V. S. Cohen. East Underw 47:34 N 8 '46; Abstract. Nat Underw 50:35+ N 7 '46; Same. Nat Underw (Life ed) 50:3 N 8 '46

1945 banner year for accident insurance. R. J. Wetterlund. Weekly Underw 154:80-1+ Ja 5 '46

Railroad A. & H. line hard hit by federal law; passage of Crosser bill expected to eliminate 80% of that coverage. Nat Underw 50:15 Ag 1 '46; Same. Nat Underw (Life ed) 50:4 Ag 2 '46

Study how to supplement Crosser bill benefits; insurers of R. R. employees see some salvage possibilities. Nat Underw 50:17+ Ag 8 '46; Same. Nat Underw (Life ed) 50:3+ Ag 9 '46

Three major A. & H. problems; address at annual meeting of Conference; abstracts. R. J. Wetterlund. East Underw 47:38+ My 24 '46; Weekly Underw 154:1372+ My 25 '46

**INSURANCE, Accident—Continued**

Uniformity of regulation essential to A. & H. insurance development, J. F. Follmann, jr. East Underw 47:30 J1 26 '46  
 Urges that A. & H. line be divorced from casualty insurance, C. W. Young, East Underw 47:37+ My 24 '46  
 Urges uniform regulatory pattern for the A. & H. industry, J. F. Follmann, jr. East Underw 47:35-6 O 4 '46  
 Views voiced at A. & H. forum of Bureau of personal accident & health underwriters, Nat Underw (Life ed) 50:6 Mr 8 '46; Weekly Underw 154:708-9 Mr 16 '46

*See also*

Insurance, Disability	Insurance, Work-
Insurance, Liability	men's compensa-
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Disability provi-	
sions	

also Bureau of personal accident and health underwriters; Health and accident underwriters conference; National association of accident and health underwriters

**Accounting**

A. & H. men renew opposition to statistical call, Nat Underw 50:19+ O 17 '46  
 Require A. & H. loss ratio breakdown by policy types; zone 4 commissioners also want examination manual prepared, Nat Underw 50:21 Mr 21 '46; Same, Nat Underw (Life ed) 50:4 Mr 22 '46  
 Sparks fly at hearing on A. & H. experience call; N.A.I.C. group at Chicago hears blast against zone 4 move, Nat Underw 50:23+ My 2 '46; Same, Nat Underw (Life ed) 50:1+ My 3 '46  
 Statistics hard to obtain; accident and health men confer with zone 4 commissioners about request, Weekly Underw 155:65+ J1 13 '46

**Adjustment of claims**

Assured may get policy by any name he wishes; North American Accident vs. H. H. Canady, Nat Underw 49:18 N 15 '45  
 Question of battle death as accident, E. Woodward, Nat Underw 49:37 D 20 '45; Same, Nat Underw (Life ed) 49:13 D 21 '45

**Agency management**

National association of accident and health underwriters agency management session, C. W. Cameron and others, East Underw 47:34 F 1 '46; Same cond. Nat Underw 50:17 Ja 31 '46

**Agents**

Accident and health selling suggestions that have proven their worth, M. C. Laughman, Weekly Underw 155:96 J1 13 '46  
 Accident insurance best approach to prospects, J. P. Murphy, Nat Underw 49:15 D 13 '45  
 Chides agents for A. & H. neglect, C. C. Washburn, East Underw 46:36 N 16 '45; Same cond. Nat Underw 49:32 N 15 '45  
 Era of prosperity for insurance is indicated, W. L. Baldwin, Weekly Underw 154:1624 Je 22 '46  
 Form advisory board for A. & H. examinations in New York state, Weekly Underw 155:447 Ag 24 '46; Same, East Underw 47:28 Ag 23 '46  
 Getting right type of recruits into A. & H. production, B. A. Hedges, Weekly Underw 154:400-1 F 9 '46  
 Sales hints that have aided in developing accident and health business, M. Jones, Weekly Underw 155:42-3 J1 6 '46  
 Sales suggestions to accident insurance men that have proven their value, G. W. Kemper, Weekly Underw 155:159-61, 217 J1 20-27 '46; Excerpts, East Underw 47:30+ Je 21 '46  
 Salesmanship ideas, F. B. Von Harten, Weekly Underw 154:898-9 Ap 6 '46  
 Veterans as prospects for accident protection and as insurance men, D. S. Walker, Weekly Underw 154:586-7 Mr 2 '46

**Sales conventions**

A. & H. meetings in N.Y. helpful to producers; given by Security mutual life of Binghamton, East Underw 46:32 N 9 '45

Chicago A. & H. forum told of sales ideas that click; G. Neale and others, Nat Underw 50:18+ O 24 '46; Same, Nat Underw (Life ed) 50:19+ O 25 '46  
 How A.&H. salesmen can improve production; Kansas City sales congress, Nat Underw 49:25 N 15 '45  
 Oklahoma A.&H. men hold sales congress; discuss making more money, East Underw 47:32 Ja 4 '46  
 St Louis A. & H. congress stimulating, East Underw 47:32 Ap 5 '46  
 Underwriting forum proves popular feature of A. & H. Bureau meeting; abstracts, P. Rogers and others, Nat Underw 50:26+ O 10 '46; Nat Underw (Life ed) 50:17+ O 25 '46; East Underw 47:38+ O 11 '46

**Training**

Accident training program of Continental Casualty proves fine success, Weekly Underw 154:956+ Ap 13 '46

**Aviation risks**

Aviation accident insurance offers excellent prospects for the future, W. T. Hammer, East Underw 46:34 N 30 '45  
 Aviation coverage called third major A. & H. development, D. Smith, Nat Underw 50:18 Ja 31 '46  
 Aviation underwriting observations, J. E. Hoskins, East Underw 47:24+ pt 2 O 4 '46  
 Broader air coverage announced by indemnity insurance co. of North America, Weekly Underw 154:175 Ja 12 '46  
 Continental Casualty's universal commercial aviation cover has attractive features, Weekly Underw 154:402 F 9 '46  
 Liberalization of air travel coverage announced by Bureau companies, Weekly Underw 154:1311 My 18 '46  
 Opportunities in aviation accident insurance, E. H. Marshall, Nat Underw (Auto & aviation no) 50:12+ Ap 19 '46  
 Policy machines for air accident now in use; Insurograph, Nat Underw 50:32 O 3 '46  
 Slot machine policy; Associated aviation underwriters originates, dispenses policies; experiment at New York terminal, East Underw 47:37 O 25 '46

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Accident and health insurance in 1945 by states, hospitalization plans included; tabulation, Spectator (Life ed) 154:58 S '46; Same, Spectator (Property ed) 12:24 O 10 '46  
 Accident and health insurance survey, R. H. Blanchard, Spectator (Life ed) 153:26-9+ Ja '46; Same abr, Spectator (Property ed) 11:10-14+ F 14 '46; Abstracts, East Underw 46:27+ D 28 '45; Nat Underw 49:25-6 D 27 '45; Nat Underw (Life ed) 49:3+ D 28 '45; Weekly Underw 153:1505+ D 29 '45  
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 Loss ratios, expenses, acquisition; second A. & H. survey, R. H. Blanchard, Nat Underw 50:32+ N 7 '46; Same, Nat Underw (Life ed) 50:2+ N 8 '46  
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**Losses**

Fallacies about A. & H. loss ratios; abstracts, H. R. Gordon, Weekly Underw 155:545 S 7 '46; Nat Underw 50:14 S 5 '46; Nat Underw (Life ed) 50:16 S 6 '46

**Policies**

Accidental means is widely interpreted in New York state; abstracts, G. S. Van Schaick, East Underw 47:1+ O 18 '46; Nat Underw (Life ed) 50:16 O 18 '46  
 Athletes' policies; United Pacific and Teachers' insurance companies issue same basic accident policy for teams, East Underw 47:38 O 18 '46  
 Athletic team cover popular, Nat Underw 50:28 O 3 '46; Same, Nat Underw (Life ed) 50:20 O 4 '46  
 Feature blanket accident policies to protect amateur sports teams; medical reimbursement coverages, East Underw 47:27 Ag 23 '46

**INSURANCE, Accident—Policies—Continued**

Plain talk on regulation of accident and health insurance; Standard provisions law. J. F. Follmann, jr. East Underw 47:40 Ap 12 '46

Recommendations of Underwriting committee of Health and accident underwriters conference. Weekly Underw 154:1497 Je 8 '46

Special purpose accident policies. E. A. Muller. Mag of Wall St 78:405+, 465+, 525+, 704+ J1 6-20, Ag 3, S 14 '46

Text of proposed revision of A. & H. policy guide. Nat Underw 50:28 My 2 '46; Same. Nat Underw (Life ed) 50:2+ My 3 '46

Two additional policies placed on market by Continental Casualty. Weekly Underw 154:469 F 16 '46

When is policy effective? W. C. Butterfield. Rough Notes 89:52 Mr '46

**Prospects**

Veterans as prospects for accident protection. D. S. Walker. Weekly Underw 154:686-7 Mr 2 '46

**Rates**

A. & H. rate measure. C. F. J. Harrington. East Underw 47:32 O 4 '46

Decries efforts to burden A. & H. with compulsory rate laws. C. C. Fraizer. East Underw 47:41+ My 24 '46

H. & A. Conference opposes rate fixing. East Underw 47:37+ O 11 '46; Nat Underw (Life ed) 50:1 O 11 '46; Nat Underw 50:25 O 10 '46

**Risks**

Complete answers in application help correct home office accident underwriter. R. K. Dunn. Weekly Underw 154:1677-8 Je 29 '46

**See also**

Insurance, Accident Insurance, Accident—  
—Aviation risks Travel risks  
Insurance, Accident  
—Substandard risks

**Statistics**

Ranking position in net premiums written on individual accident and health policies for 1945 and comparisons 1942-1944; tabulation by company. Spectator (Property ed) 12:21-3 O 10 '46

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U.S. growth of health and accident insurance, 1920-1944; chart. Spectator (Life ed) 153:39 N '45; Same. Rough Notes 88:46 D '45

**Substandard risks**

Few companies experiment on sub-standard plans. T. L. Anderson. East Underw 47:46 My 24 '46

Impaired A. & H. risks; war disabilities; abstracts. A. A. Willis, jr. East Underw 47:10 O 4 '46; Nat Underw 50:25 O 3 '46; Nat Underw (Life ed) 50:4 O 4 '46

**Travel risks**

Continental broadens trip accident policy; world-wide in its scope. East Underw 47:32 J1 12 '46; Weekly Underw 155:95 J1 13 '46

**Wholesale insurance**

Forbes promulgates new definition of wholesale or franchise insurance for Michigan. Nat Underw 49:28 D 27 '45; Weekly Underw 154:34 Ja 5 '46

Michigan ban on franchise, wholesale plans withdrawn. Nat Underw 50:15 Ag 1 '46

Michigan outlaws wholesale or franchise A. & H. Nat Underw 49:22 D 13 '45; Same. Nat Underw (Life ed) 49:22 D 14 '45

**California**

New technique needed to write A. & H. under new California law. W. E. Mast. Nat Underw 50:29 Mr 28 '46

**Great Britain**

Premiums and prices. Economist 151:506 S 28 '46

**Michigan**

CIO union official seeks A. & H. co. probe. East Underw 47:30 Ag 9 '46; Same cond. Nat Underw 50:17 Ag 8 '46

Forbes declines to conduct Michigan A. & H. probe. East Underw 47:25 Ag 23 '46; Nat Underw 50:15 Ag 22 '46; Nat Underw (Life ed) 50:7 Ag 23 '46

**INSURANCE, Accounts receivable**

Safeguarding the records of your client's business. R. A. Algire. Rough Notes 89:18 S '46

**INSURANCE, Agricultural**

Government tobacco cover to be extended in Connecticut. Weekly Underw 153:1322 D 8 '45; Same cond. Nat Underw 49:38 D 6 '45

NATA report asks that federal crop insurance be self-supporting. East Underw 47:22 Je 28 '46; Same. Nat Underw 50:3+ Je 27 '46

North Carolina farmer not yet insurance minded. J. E. Mann. Nat Underw 50:10 My 16 '46

**See also**

Federal crop insurance corporation Insurance, Fire—  
Insurance, Corn Farm policies  
Insurance, Cotton Insurance, Hail  
Insurance, Live stock

**INSURANCE, Airport public and property damage liability**

Liability protection of public airports considered essential coverage. Weekly Underw 155:393 Ag 17 '46

**INSURANCE, Art**

Art exhibits insured; National Union and British cover American collection; English paintings insured in Britain. East Underw 47:16 S 6 '46

Fine arts loading cut 50%; 10% free floater cover given. Nat Underw 49:3 N 29 '45

Fine arts policy. Rough Notes 89:62 J1 '46

Fine arts rate, coverage changes made by IMUA member companies. East Underw 46:27 N 30 '45; Same abr. Weekly Underw 153:1276 D 1 '45

Insurance protects display of Metropolitan museum treasures covered by fine arts policy. W. Hay, II Weekly Underw 154:1054 Ap 27 '46

**INSURANCE, Automobile**

Auto business shows a few signs of improvement. Nat Underw 50:40 O 24 '46

Auto commissions at minimum level; lauds classification plan. A. E. Spottke. Nat Underw 49:19+ D 13 '45

Auto insurers ponder accident prevention setup. Nat Underw 50:3+ Ag 15 '46

Auto line in the red for some time to come. A. E. Spottke. East Underw 47:29+ Ap 19 '46

Automobile and aviation insurance number. Nat Underw (Auto & aviation no) 50:1-10, 22-33 Ap 13 '46

Chicago's vet cables charge insurance graft. Nat Underw 50:24 Ap 4 '46

Cover on autos going abroad; several firms will take such business; theft is big hazard. Nat Underw 50:17 Ag 15 '46

Fire-marine company automobile premiums increased last year; collision losses continue major problem. East Underw 47:1+ Ja 11 '46

Form American motor club with agent tieup; midwestern setup with Indianapolis headquarters follows agent. Nat Underw 50:2 Ag 29 '46

Mileage change, youthful driver charge advocated. R. I. Catlin. Nat Underw 50:23+ Mr 7 '46

Outlook in compensation and auto lines. G. Geyer. Nat Underw 50:18+ Ag 29 '46

Question of hour; are autoists now paying their way? Nat Underw 50:9 Ag 29 '46

Questions and answers in NATA course on automobile insurance. East Underw 47:38 Ap 19 '46

Review of auto situation today. R. Tuchbreiter. Nat Underw 50:15 F 28 '46

Upholds auto classification rates; new policy will cover buyer's every need under safety laws; favors consumer research. A. E. Spottke. East Underw 46:29+ N 30 '45; Excerpts. Nat Underw 49:19+ N 29 '45

Warlike casualty developments; automobile liability insurance. J. C. O'Connor. Rough Notes 88:15-17 D '45

**See also**

Insurance, Motor National automobile  
cycle underwriters as-  
Insurance, Motor sociation  
truck



## INSURANCE, Automobile—Continued

## Adjustment of claims

Assured's consent that unlicensed laborer use truck on farm not permission to drive on highway. Weekly Underw 154:1391 My 25 '46

Auto verdicts echo inflation. A. Whitfield. Nat Underw 50:21+ O 31 '46; Correction. 50:23 N 21 '46

Automobile claims; abstracts. A. C. Welsh. East Underw 47:32+ S 27 '46; Nat Underw 50:32 S 26 '46

Automobile comprehensive coverage; digest of recent cases. J. L. Roesch. Spectator (Property ed) 11:38-40 Ja 10 '46 [Reprinted from Mr 9 '44 p26-7]

Automobile insured gets bargain today; insurers discharge obligations at big sacrifice. K. O. Force. Nat Underw (Auto & aviation no) 50:4 Ap 19 '46

Automobile liability policy covers liability of cab company for wanton assault of passenger. Weekly Underw 155:115 Jl 13 '46

Automobile omnibus clause; garage exception; digest of recent cases. J. L. Roesch. Spectator (Property ed) 11:50-2 Je 13 '46

Claim men must be ready for new problems and trends. F. Coleman. Nat Underw 49:38 D 20 '45

Collision insurance; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:34-5 Ag 8 '46

Collision insurer held proper but not necessary party in insured's action vs. third party. Weekly Underw 154:1247 My 11 '46

Collision with bridge and not tire blowout held actual cause of loss. East Underw 47:23 S 6 '46

Comprehensive policy does not cover damage due to collision with bridge abutment following blowout of tire. Weekly Underw 155:407 Ag 17 '46

Custody of vehicle concealed from insurer; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:40-2 S 12 '46

Denial of receipt of cancellation notice makes proper mailing of notice jury question. Weekly Underw 154:983 Ap 13 '46

Failure to forward summons; company notified by telephone; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:34-6 Jl 25 '46

Garage customer held negligent in leaving auto with key outside. East Underw 47:30 Je 7 '46

Hobbs orders insurers to ignore OPA prices in auto loss adjustments in Kansas. Nat Underw 50:27 Ag 29 '46

Liability insurer owes duty of good faith in conducting negotiations for settlement of claims against assured. Weekly Underw 155:782-3+ S 28 '46

Losses fight to void policy on issue of control; Government employees insurance co. vs. Powell. Nat Underw 50:22 Ag 29 '46

Loss contribution issue is won by Buckeye Union. Nat Underw 50:21 Ag 29 '46

Minor negligently causing mother's death cannot share amount recovered by deceased's administrator in action against him. Weekly Underw 154:785 Mr 23 '46

Overlapping coverage as between fire companies and casualty companies. S. Greenhill. Weekly Underw 154:202+ Ja 19 '46; Same cond. East Underw 47:1+ Ja 18 '46

Policy had half hour to go at time of accident; standard time governs. Nat Underw 50:19 Ag 15 '46

Pro-rating of losses in the event of duplicate insurance under the standard auto policy. M. W. Blackby. Weekly Underw 154:890-1 Ap 6 '46; Discussion. W. U. Westcott. 154:1114 My 4 '46

Recovery under automobile fire policy not controlled by ceiling price fixed by Office of price administration. Weekly Underw 154:599 Mr 2 '46

Reliance on representations of adjuster necessary to warrant recovery for fraud in obtaining release. Weekly Underw 154:417 F 9 '46

Smashup with telephone pole held wind loss. Nat Underw 50:24 S 5 '46

Sole ownership and OPA price ceilings on cars factors in suit. East Underw 47:27 S 6 '46

Strive to stop buying claims for price of deductible; friction between property damage liability insurers and collision insurers. Nat Underw 50:25 O 10 '46

Suit to enforce judgment obtained against insured not dismissable for uncertainty of amount of insurer's liability. Weekly Underw 153:1442 D 15 '45

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Insurance, Auto-

mobile—Theft

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## Agents

Lumbermen's Mutual explains new auto farm agency plan. Nat Underw 50:26 Ap 13 '46

Motor dealers to appeal McCormack's decision on license applications; Motor Insurance corp. of New York involved. Weekly Underw 153:1198; 154:1015 N 24 '45, Ap 20 '46

Selling bodily injury and property damage higher limits. R. B. Parman and others. Rough Notes 89:22-4 Mr '46

## Assigned risks

Assigned risk plans and underwriting questions; adequate classification needed. A. E. Spottke. Nat Underw (Auto & aviation no) 50:1 Ap 19 '46

British Columbia assigned risk plan. Il Spectator (Property ed) 11:10-13 Ja 24 '46

Must justify auto risk assignments in Illinois. Nat Underw 50:20 Ja 3 '46

Nebraska assigned risk plan for disabled car drivers. East Underw 47:27 Ja 25 '46

Washington assigned risk plan broadened to take in all risks unable to procure insurance through normal channels. Nat Underw 50:26 Je 13 '46

## Cancellation

Denial of receipt of cancellation notice makes proper mailing of notice jury question. Weekly Underw 154:983 Ap 13 '46

## Coverage

Automobile claims; relationship to development of coverage; abstracts. A. C. Welsh. East Underw 47:32+ S 27 '46; Nat Underw 50:32 S 26 '46

North America has full Mexican cover. Nat Underw 50:17 Jl 4 '46; Weekly Underw 155:41 Jl 6 '46

## Dealers' policies

Parting with car to prospective purchaser not theft under policy. East Underw 47:29 Ag 9 '46

## Finance

Automobile premiums and losses of stock casualty stock full cover, mutual, reciprocal and Lloyds companies, 1945; with comparisons for 1943 and 1944; tabulation by company. Nat Underw (Auto & aviation no) 50:27-32 Ap 19 '46; Correction. Nat Underw 50:16 My 2; 20 My 9 '46

Automobile premiums and losses of stock fire companies in 1945 and 1944; tabulation by company. Nat Underw (Auto & aviation no) 50:22, 33 Ap 19 '46

Automobile premiums of fire and stock casualty companies 1942-1945. East Underw 47:27-8, 30-2, 34-8 My 3 '46

Countrywide production for auto liability and auto property damage and factors in states results for auto liability and auto property damage in 1945; tabulations. Spectator (Property ed) 12:36+ O 10 '46

New York makes study of 1945 auto casualty experience; tabulation. Nat Underw 50:24-5 Jl 4 '46

1945 auto volume of stock casualty companies show 15.5% increase; countrywide net premium writings of carriers operating in N.Y. state; with comparisons 1942-1945. East Underw 47:34-8 My 3 '46

1945 automobile income higher; with tabulation by company. East Underw 47:32 Mr 15 '46

Ranking of company groups in point of auto premiums written, 1944 and 1945. Nat Underw (Auto & aviation no) 50:25-6 Ap 19 '46

## INSURANCE, Automobile—Continued

## Financed automobiles

Ask insurers to write financed auto business; American finance conference calls for higher collision rates. Nat Underw 49:3+ N 29 '45

Bank-agent plan must slash red tape. O. R. Carlson. Nat Underw 50:4 Je 13 '46

Bank and agent auto financing; Midland national bank and trust company of Minneapolis. A. Ueland. Il Burroughs Clearing House 30:20-2+ D '45

Bankers split on bank-agent plan's value; argue merits of direct and indirect auto financing at Chicago. F. G. Anger and W. W. McCarthy. Nat Underw 50:1+ F 28 '46

Better business bureau launches fight against pack; condemns practice of lumping finance and insurance charges. Nat Underw 50:4 Ag 23 '46

California ruling on car buying in force; facts regarding coverage must be given in written statement. Weekly Underw 155:299 Ag 10 '46

Canadian financing company offers agents plan to hold auto risks. East Underw 47:21 Ap 5 '46

Cleveland agents, dealers and finance men form pact in automobile field. Nat Underw 50:8 O 24 '46; Weekly Underw 155:1080 N 2 '46

Control of insurance by auto dealers hit; California to act where dealers use coercion. East Underw 47:32 S 13 '46

Dealers' reactions to bank-agent auto plans. G. F. Alcott. Nat Underw 49:32 N 15 '45

Errors, omissions auto coverage for banks authorized by NAUA. Nat Underw 49:5 N 8 '45

Finance risks closely controlled under Missouri order; new Connecticut regulations for insuring financed cars. Nat Underw 50:15 May 23 '46

Financed auto accounts; N A I A committee report; abstracts. East Underw 47:26 O 4 '46; Weekly Underw 155:732 S 23 '46

Financed transactions; Commissioner Gibbs of Texas explains department attitude. Weekly Underw 155:620 S 14 '46

Hodges amends North Carolina ruling; provides for furnishing insurance certificates in connection with financed autos. East Underw 47:22 Ag 2 '46

How bank and agent auto plan is operating successfully. C. J. Schoen. East Underw 47:30 My 10 '46

Insurance warning issued to car buyers by Better business bureau of St Louis. Weekly Underw 155:158 JI 20 '46

Missouri department warns against violating auto finance rules. East Underw 47:23 My 31 '46

Morris plan bankers assn. debates rival plans; dealer vs. direct route aired at Chicago. Nat Underw 50:3 Ap 4 '46

New Pennsylvania regulations on insurance on financed automobiles. East Underw 46:22 N 30 '45

New York department calls hearing on financing rule; with text. Weekly Underw 155:479 Ag 31 '46; Same. East Underw 47:24 Ag 30 '46

One new way; bank and agent plan. Rough Notes 89:24-5 Mr '46

Ontario bank-agent plan; Union acceptance corp. finances business developed by agents. East Underw 47:22 Je 21 '46

Optimistic on bank-agent auto plan. W. Meiss. East Underw 47:29 O 25 '46

Oregon agents body hits dealer commission split. Nat Underw 50:2 Mr 21 '46

Place of auto dealer in finance plans. F. W. Doremus. Rough Notes 89:42+ F '46

Producers ask stronger financed car provisions at New York dept. hearing. East Underw 47:30 S 20 '46

Realistic and timely view of bank and agent auto plan. G. D. Newton. East Underw 47:3+ pt 2 Je 28 '46

Seek more specific rule on financed car certificates; N.Y. dept. unconvinced dealers may sell insurance. Nat Underw 50:1 S 19 '46

700 banks in California ready to support bank-agent auto plan. W. D. Conel. East Underw 46:19 N 23 '45

Tactics of auto finance companies. C. G. Hallowell. East Underw 47:26 Ag 30 '46

## Financial responsibility laws

Auto sales exceed expectations in Maryland; agents deluged. Nat Underw 50:19 Ja 10 '46

Hopes dampened for accident report revision in Illinois. Nat Underw 50:31 Mr 14 '46

Insurance lack costs N.Y. drivers \$1,066,889 deposits; financial responsibility law operations for 1945. Nat Underw 50:17+ JI 11 '46

Must work to keep business sold by automobile laws. I. J. Maurer. Nat Underw 49:32 N 15 '45

New Illinois auto sales continue at good clip after Jan. 1; estimate 50% of motorists in state now insured. Nat Underw 50:19-20 Ja 17 '46

Opposes compulsory auto bill in Kentucky. C. A. Nuetzel. East Underw 47:42 Mr 15 '46

Sells car, doesn't get new one; insurer must pay for accident in borrowed car; New Hampshire case. Nat Underw 50:16 Ag 22 '46

Starts unsatisfied fund; province of Prince Edward Island enacts unsatisfied judgement plan by licensing drivers. East Underw 47:35 JI 5 '46

Strict financial responsibility law in Manitoba now; non-admitted carriers out. Nat Underw 49:37 D 20 '45

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## Garage owners' and dealers' liability policies

Liability protection for garage keepers. C. A. Buck. Rough Notes 89:32, 64-7 O '46

## Guest liability

Turning point in Michigan law spells automobile claim cost hike; overruling doctrine of imputed negligence. Nat Underw 50:32 Ja 10 '46

## Policies

Automobile liability insurance; medical payments insurance. Spectator (Property ed) 12:26-7 Ag 22 '46

Automobile liability policy. A. J. Hall. Il map Rough Notes 89:19-21+ Mr '46

## Errors and omissions endorsement

Errors, omissions auto coverage for banks authorized by NAUA. Nat Underw 49:5 N 8 '45

## Term policies

Auto B.I. and P.D. term policy to come up in fall. Nat Underw 50:25 JI 11 '46; East Underw 47:28 JI 12 '46

N.Y. state agents urge 15-month term policy. East Underw 47:28 Ag 2 '46

## Preventive work

Safety will be chief auto insurance problem of next five years. G. L. Kerr. Il Nat Underw (Auto & aviation no) 50:3+ Ap 19 '46

Standard Accident gives award to safe drivers. East Underw 46:33 D 23 '45

## Rates

Agents strongly support company program in Kansas. Nat Underw 49:20 N 29 '45

Auto collision rates increased generally by National automobile underwriters association. East Underw 47:39 Mr 22 '46; Nat Underw 50:1+ Mr 21 '46; Rough Notes 89:17 Ap '46

Auto insurance snafu in Virginia; effects of change to classification plan. Nat Underw 50:21 Ja 3 '46

Auto rate boost extended to New Jersey, Maryland and Oklahoma. Nat Underw 50:19 Ag 15 '46

Auto rate increase problems. B. Woodhams. Nat Underw 50:23 Ap 4 '46

Auto rates restored to level of pre-war. East Underw 47:26 My 31 '46; Same cond. Weekly Underw 154:1433 Je 1 '46

Auto rates up. Bsns W p29-30 JI 13 '46

Auto rates up; collision premiums rise. Bsns W p74 Mr 23 '46



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Automobile liability rating factors. A. E. Spottke. Weekly Underw 154:34-5+ Ja 5 '46

Classification rates, rate adequacy present problems of underwriters. A. E. Spottke. East Underw 47:29 S 6 '46

Collision rates up, fire-theft down, in North Carolina. Nat Underw 50:5 Je 13 '46

Concerned over auto rate situation. R. I. Catlin. East Underw 47:25+ Mr 8 '46

Dineen approves higher motor car rates. Weekly Underw 155:5+ J1 6 '46; Nat Underw 50:17 J1 4 '46

Drop 80% collision in Illinois, Kansas. Nat Underw 50:6 Ap 18 '46

Garage liability, medical payments rules revised; medical cover now open to all classes; other manual changes. Nat Underw 50:19+ Ap 18 '46

Hodges approves new auto cover tariffs in North Carolina. Weekly Underw 153:1507 D 23 '45

Knowlton turns down classification rates; one standard rate for New Hampshire. East Underw 46:31 N 23 '45; Same cond. Nat Underw 49:17 N 22 '45

Make strong plea for Kansas rate hike at hearing. Nat Underw 50:17+ Ag 29 '46

Maryland approves auto liability rate increases. Weekly Underw 155:469+ Ag 31 '46

Massachusetts compulsory rates to revert to 1941 basis. Nat Underw 49:31 N 15 '45

Massachusetts holds public discussion on automobile insurance rates. Weekly Underw 153:1194+ N 24 '45

New auto rate classes effective in Virginia Jan. 1. Nat Underw 49:28 D 6 '45

New bodily injury and property damage rates for commercial cars announced by National bureau of casualty and surety underwriters. East Underw 47:37+ Mr 15 '46; Nat Underw 50:25+ Mr 14 '46

N.J. auto rates increased. East Underw 47:32 Ag 16 '46

New rating plan for dealer and garage risks. East Underw 47:30 Ap 19 '46

New York Insurance department's decision on gasoline rating credits. Weekly Underw 153:1148 N 17 '45

Oklahoma auto rates raised. East Underw 47:31 Ag 16 '46

Producers not satisfied with private passenger car automobile rates in New York. East Underw 46:34 N 9 '45

Reconversion in field of automobile bodily injury and property damage. W. H. Brewster. Weekly Underw 154:1022+ Ap 20 '46

Sharp auto rate increases ordered in Texas May 1. Nat Underw 50:11 Mr 28 '46

Suggests new rating approach. A. O. Graven. Nat Underw (Auto & aviation no) 50:3 Ap 19 '46

Texas shudders over motor car record; insurance commissioner tells car drivers they make insurance rates. J. P. Gibbs. Weekly Underw 155:237+ Ag 3 '46

**Reinsurance**

Reinsurers examine effect of higher auto B.I. claims; inflationary conditions may have changed basis of excess coverage. Nat Underw 50:18 Ag 29 '46

Reinsurers need boost in rate or in excess table. J. A. Cathcart, Jr. Nat Underw 50:20 O 17 '46

**Risks**

Cannot refuse Negro risks; Nebraska insurance department rules color not grounds for refusing auto liability property damage policies. East Underw 47:40 Mr 29 '46

Every third car held defective; survey of police chiefs makes evident difficult task of underwriters. Weekly Underw 155:297+ Ag 10 '46

General of Seattle drastically curbs collision business. Nat Underw 50:4 F 14 '46; East Underw 47:27 F 15 '46

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**State policies**

Michigan to cover state-owned cars. Spectator (Property ed) 11:35 N 22 '45

**Statistics**

Asks state officials to give blessing to N.A.U.A. plan; explains statistical reporting program in auto field. W. D. Hall. Nat Underw 49:5+ D 6 '45

New plan for handling experience; N.A.U.A. method would be quicker, more accurate. W. D. Hall. Nat Underw (Auto & aviation no) 50:2+ Ap 19 '46

**Study and teaching**

Automobile fire and theft queries. A. H. Clarke. East Underw 47:24 J1 26 '46

**Theft claims**

Parting with car to prospective purchaser not theft under policy. East Underw 47:29 Ag 9 '46

Proof of taker's intent to permanently deprive insured of automobile necessary for recovery on theft policy. Weekly Underw 155:227 J1 27 '46

Rhode Island court construes theft as contained in auto policy. East Underw 47:23 Ag 16 '46

Simpler bond plan is suggested in auto recoveries in New York. F. Leuci. Nat Underw 50:15 O 17 '46

Theft policy covers mechanic's unauthorized use of car entrusted to employer for repairs. Weekly Underw 155:347 Ag 10 '46

Unauthorized taking of stored car for alleged purpose of taking friends home covered by policy insuring against theft. Weekly Underw 154:186 Ja 12 '46

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British Columbia assigned risk plan. II Spectator (Property ed) 11:10-13 Ja 24 '46

**Canada**

Annual conference of Canadian sup'ts; assigned risk plans, garage mechanic liability and trailer exclusion clauses discussed. East Underw 47:31 S 20 '46

Automobile coverage favored by Canadians; survey of Institute of public opinion announces 75% want compulsory liability for car owners. East Underw 47:54 My 24 '46

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Britain's method of handling uninsured motorists. J. B. Welson. East Underw 47:21 Ap 12 '46

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Clears up false Mexican cover ideas. P. Benbrook. Weekly Underw 155:381+ O 26 '46; Excerpts. East Underw 47:33 O 25 '46; Nat Underw 50:27, 34 O 24 '46

Handling claims on tourists in Mexico looms as problem. Nat Underw 50:22 S 12 '46

Mexican co. enters Texas to cover tourists' autos while in Mexico. East Underw 47:34 Ag 16 '46

North America has full Mexican cover. Nat Underw 50:17 J1 4 '46; Weekly Underw 155:41 J1 6 '46

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Ontario bank-agent plan; Union acceptance corp. finances business developed by agents. East Underw 47:22 Je 21 '46

**Saskatchewan**

Benefits paid under Saskatchewan auto insurance act create interest. F. Jordan. East Underw 47:34 Ag 9 '46

Government auto coverage planned. Nat Underw 50:27 Mr 7 '46

Limited benefits under Saskatchewan auto accident act. East Underw 47:38 J1 5 '46

New government auto insurance scheme in Saskatchewan. F. J. Jordan. East Underw 47:30 Ap 5 '46

Points warning in Saskatchewan law; extend medical payments or state will. J. C. O'Connor. Nat Underw 50:15 S 19 '46

Saskatchewan auto insurance in balance; other provinces in Canada may refuse to recognize its liability policies if introduced. East Underw 47:37 F 22 '46

Socialist province takes over auto insurance. H. H. Kritzwiser. Barron's 26:16 Ap 29 '46



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Texas shudders over motor car record; insurance commissioner tells car drivers they make insurance rates. J. P. Gibbs. Weekly Underw 155:237+ Ag 3 '46

**Virginia**

Most Virginia motors covered for liability. G. A. Bowles. Weekly Underw 155:382 Ag 17 '46

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Admitted liability aircraft coverage. Spectator (Property ed) 11:30 My 9 '46

Airborne freight due for wonderful future development; insurance opportunities. W. H. Rodda. Weekly Underw 154:1626 Je 22 '46

Aircraft liability cover insures against law liability; some pertinent features. G. W. Orr. Weekly Underw 154:1148 My 4 '46

Aircraft owners and pilots ass'n places with Lloyd's; personal accident, hull, P. L., P. D. and passenger liability provided under master policies. East Underw 47:35 Je 14 '46; Nat Underw 50:17+ Je 27 '46

Aircraft thefts now federal offense; may cut losses. Nat Underw 49:18 N 15 '45

Army liaison flying accident rate; Office of flying safety study. East Underw 46:26+ D 14 '45; Abstract. Nat Underw 49:25 N 8 '45

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Aviation insurance. J. S. Rowland. East Underw 47:44 S 27 '46

Aviation insurance coverage widening. Aviation N 5:8 F 25 '46

Broadened aviation writing facilities announced by North America. Weekly Underw 155:185+ J1 27 '46

Buyers learn who, what and why of aviation insurance. F. S. Wilson. Weekly Underw 154:1499 Je 8 '46

Compare notes on aviation insurance practices at Hemispheric conference; foreign delegates impressed by U. S. pooling facilities; scope of coverage in Mexico and Brazil. A. Worner; J. Roos. East Underw 47:53 My 24 '46

Contract carriers discover some new insurance problems. Air Transport 4:84 Ap '46

Entire field covered in Washington aviation panel. S. J. Stapp and others. Nat Underw 50:18 Ag 22 '46

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GI training bill is aviation sales aid. Nat Underw 50:8 Je 20 '46

It'll pay you to promote lightplane insurance. R. L. Templeton. Aviation 45:82-3 F; 86+ My '46

Learning from losses in aviation. H. W. Talbot. Rough Notes 89:30+ S '46

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Lloyd's of London offers AOPA members aviation coverage. A. McSurely. Aviation N 5:15 Je 3 '46

Local agents showing increased interest in aviation; N.A.I.A. committee report. Weekly Underw 155:764 S 28 '46

North America offers full aviation cover. Nat Underw 50:3 J1 25 '46; East Underw 47:30 Ag 2 '46

Pleads for understanding of aviation insurance problems; effect of legislative situation. J. J. Magrath. East Underw 46:35 N 16 '45

Post-war aviation outlook. A. J. Smith. East Underw 46:55+ D 14 '45

Potential value of radar in air. Nat Underw 50:3 J1 11 '46

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Report no passenger cover on charter plane killing 27 in Virginia. Nat Underw 50:21 My 23 '46

Sees pools continuing to dominate airlines market. F. S. Wilson. Nat Underw 50:3 My 23 '46

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Air liability claims; abstracts. G. W. Orr. Nat Underw 50:26+ Mr 7 '46; East Underw 47:42 Mr 29 '46

Differences in trial of aviation accident cases. F. A. Betts and others. Nat Underw 50:19 O 24 '46

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Flying salesmen win favor by new approach; Laclede agency, in St Louis, employs five fliers with success. Weekly Underw 155:84 J1 13 '46

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Pioneering aviation field. C. Scheinert. Rough Notes 89:30+ Mr '46

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Real place for individual agent in aviation field. D. A. Bolton. Nat Underw 50:17 My 23 '46

Try little known lines. J. C. Conklin, jr. Rough Notes 89:45 Ag '46

Urges producers to become more interested in aviation writing. E. L. Stephenson. Weekly Underw 154:1317+ My 18 '46

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Aircraft experience for 1945; tabulation. Nat Underw 50:21 Mr 7; 18 Mr 14; 16 Mr 21 '46

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C.I.T. credit corp. issues all risk aviation cover. Nat Underw 50:15 J1 25 '46

Finance company air move may awaken agents. Nat Underw 50:16 Ag 1 '46

Largest sales finance group enters lightplane market; Universal CIT credit corp. W. Kroger. Aviation N 6:14 J1 29 '46

Suggests agents use bank and auto plan for aircraft. W. H. Rodda. Nat Underw 50:8 My 23 '46

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Aircraft hull insurance. Spectator (Property ed) 11:34-5 My 23 '46

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New aircraft liability policy introduced by Newhouse and Sayre, and Employers' group. Weekly Underw 154:345 F 2 '46; Spectator (Property ed) 11:29 F 14 '46

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Aviation risks Aviation risks

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Aero insurance underwriters cuts premiums as much as 50%. Aviation N 4:19 D 3 '45

Air cover liability rates substantially reduced. Weekly Underw 154:176 Ja 12 '46

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New formula for rating aircraft risks by Aero insurance underwriters. Weekly Underw 154:588 Mr 2 '46; Nat Underw 50:4 F 28 '46

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Form pact on overlapping cover adjustments; National Board and I.M.U.A. agreement. Nat Underw 49:1+ D 27 '45; Same cond.

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Primary liability where overlapping coverage is involved. E. I. Taylor. East Underw 47:20+ N 3 '46

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Boiler insurers study retrospective; feel high-low plan is necessary in rate control age. Nat Underw 50:24 O 3 '46

Residence boiler insurance forms. Spectator (Property ed) 12:64-6 O 10 '46

Why it pays to be residence boiler insurance minded. F. H. Williams. il Rough Notes 88:36 D '45

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**INSURANCE, Builders' risk**

Builders' risk forms; abstracts. W. C. Daniels. Nat Underw 50:36+ S 26 '46; East Underw 47:17+ O 4 '46

Don't overlook the new builders. C. A. Meriwether. Rough Notes 89:32 Je '46

Get up to date on builders risk. Rough Notes 88:19-21 D '45

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Writing builders risk in the large agency. A. C. Keith. Rough Notes 88:23 D '45

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Burglary lines are very active. Nat Underw 50:21 Ja 31 '46

Crime increase makes underwriting difficult. Standard Accident warns. Weekly Underw 155:90 Ji 13 '46

Crime wave not causing poor burglary experience. Nat Underw 49:21 D 13 '45

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Inflation and shortages cost burglary insurers. Nat Underw 50:20 My 9 '46

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Sale value of burglary-robbery contracts. H. A. Houston. Nat Underw 50:15 Je 20 '46

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Contractors need sound advice on insurance. Nat Underw (Life ed) 50:23 F 15 '46

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Why not more small business cases? F. P. McGuire. East Underw 47:76-7+ pt 2 O 4 '46

**Stock liquidation agreements**

Close corporation opportunities. Life Ins Courant 51:330-1 Ji '46

Employees trust for stock purchase. Trusts & Estates 83:60-1 Ji '46

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Phoenix will insure cameras at bomb test; all risks cover written. East Underw 47:22 My 31 '46

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Developments in casualty insurance; address at ABA Cincinnati meeting; abstracts. J. S. Hamilton, jr. East Underw 46:36+ D 21 '45; Nat Underw 49:19, 36 D 20 '45

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Insurance, Automobile	Insurance, Surety
Insurance, Aviation	Insurance, Fidelity
Insurance, Boiler	Insurance, Theft
Insurance, Burglary	Insurance, Tornado
Insurance, Hall	Insurance, Valuable
Insurance, Liability	papers
Insurance, Motor	Insurance, Work-
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Camp fees refund cover excites much interest. Nat Underw 50:22 My 23 '46

Camp fees refund cover is uneasy line in final days due to polio record. Nat Underw 50:17 Ag 22 '46

**Coverage****See also**

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New Jersey casualty-surety writings during 1945. East Underw 47:34-6+ Mr 29 '46

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**INSURANCE, Casualty—Finance—Continued**

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Premiums written by New York admitted stock carriers \$928,074,461 in 1945; National Bureau figures. Weekly Underw 154:1670 Je 29 '46; Same. East Underw 47:28+ Je 28 '46; Same cond. Nat Underw 50:5 Je 27 '46 Texas net premiums and paid losses in 1945. Nat Underw 50:26+ My 2 '46

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**Losses**

Losses and adjustment expenses for all stock casualty companies; graph. Spectator (Property ed) 12:18 O 10 '46

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3-D policy is stop gap against competition. J. H. King. Rough Notes 89:62-3 Ap '46  
What's in CDDD prize package. F. G. Packwood and others. Rough Notes 88:19-24 N '45

**Preventive work**

Accident prevention went to war; work of National conservation bureau and Center for safety education. J. H. Harvey. East Underw 46:92+ D 14 '45

Highway safety campaign of Casualty executives' association wins favorable comment. Weekly Underw 155:1076 N 2 '46

Outdoor safety films of Aetna affiliated companies. East Underw 47:37 N 1 '46

Pedestrian problem baffling one to solve; addresses before New York safety conference. T. N. Boate and J. V. Grimaldi. Weekly Underw 154:1018 Ap 20 '46

Pennsylvania publishers in traffic accident drive; Association of casualty and surety executives cooperating. East Underw 47:48 S 13 '46

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**Purchasing**

Buyers' views on what's wrong. W. W. Clement. East Underw 47:35+ Je 14 '46

**Rates**

Agreement reached on rating bills by NAIC and industry committees. East Underw 47:16+ My 31 '46

Casualty rate bill hit in NAIC session. Nat Underw 50:25+ Je 13 '46

Commissioners bring out rating bills of own. Nat Underw 49:3+ D 6 '45

Commissioners debate casualty-surety bill. East Underw 46:34 D 7 '45

Commissioners hear fire-casualty views on rating proposals. East Underw 46:1+ D 7 '45

Comprehensive insurance rating plan met needs of government. G. E. Peterson. East Underw 46:34 D 14 '45

NAIC, all-industry committee approve both rating bills. East Underw 47:1+ Je 21 '46

Rating bill pact is now all but sealed; industry and Commissioners group in almost complete agreement. Nat Underw 50:1+ My 30 '46

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Text of fire and casualty bills presented by NAIC committee on rates and rating organizations with memorandum explaining various provisions. East Underw 46:19+ D 7 '45

**Reinsurance**

Casualty reinsurance profit not quite up to '44 level. Nat Underw 49:18+ D 27 '45

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Stock casualty insurers ranked by assets, premiums. Nat Underw 50:20 Ap 4 '46

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—Finance

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Questions and answers on which Connecticut exams are based. East Underw 47:31 J1 26 '46

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**Latin America**

Casualty operations in the two Americas compared; casualty section meeting of Hemispheric conference. Nat Underw 50:21+ My 23 '46; East Underw 47:54 My 24 '46

**INSURANCE, Cold storage locker**

Coverage of food in lockers allowed in District of Columbia. East Underw 47:24 Ap 5 '46

Frozen food lockers promise good market for insurance. Nat Underw 50:12 O 24 '46

Insuring frozen food lockers. K. J. Bidwell. Rough Notes 89:28 My '46

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Method of making actuarial estimates for a compulsory health insurance system; such as that proposed for California. P. A. Dodd. Am Stat Assn J 41:58-69 Mr '46

Monopolistic state A. & H. plans assailed; compulsory disability benefit systems. W. A. Milliman; G. E. Bigge. Nat Underw 50:19+ O 17 '46; Same. Nat Underw (Life ed) 50:1+ O 18 '46

Offensive urged in meeting state health cover threat. R. W. Smith. Nat Underw 49:19 D 13 '45; Same. Nat Underw (Life ed) 49:14+ D 14 '45

Pattern of compulsory health insurance; systems in foreign countries. E. W. Wilson. Weekly Underw 155:344-6 Ag 10 '46

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responsibility laws  
Insurance, Social

**INSURANCE, Contractors' equipment floater**

General contractor needs inland marine equipment floater; abstracts. U. M. Lelli. East Underw 47:41 S 27 '46; Nat Underw 50:7 S 26 '46

**INSURANCE, Contractors' property damage liability**

See Insurance, Manufacturers' and contractors' property damage liability

**INSURANCE, Contractors' public liability**

Alcan engineer's premium base includes employees on civil service status. Nat Underw 49:28 N 22 '45

**INSURANCE, Corn**

Insurance experience on corn crop in Iowa analyzed. Nat Underw 50:4 Ja 3 '46

**INSURANCE, Cotton**

How cotton is insured. R. B. Berkeley and E. R. Schoen. In Rough Notes 89:26+ S '46  
Losses cut cotton cover facilities. Nat Underw 50:14 Mr 14 '46

Risk on new cotton crop great. Nat Underw 50:2 Ag 8 '46

**INSURANCE, Cotton—Continued**

Selling crop insurance to farmers. H. Sever-  
son. Banking 39:59-60 S '46

**INSURANCE, Credit**

Rider protects bankers in commercial paper  
against credit hazards. Spectator (Property  
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Security aids in selling; subordination agree-  
ments; credit insurance. C. B. Everberg.  
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Why and wherefore of credit insurance. G. E.  
Caldwell. Weekly Underw 153:1482-4+ D 22  
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**INSURANCE, Crop.** See Insurance, Agricul-  
tural

**INSURANCE, Deferred payment**

Installment sales floater. H. O. Molitor. Nat  
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Installment sales floaters. G. A. Hunt. Rough  
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Retail installment sales floater. Spectator  
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Rhode Island agents ask investigation of fi-  
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49:5 N 15 '45

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Insurance, Auto- Insurance, Aviation—  
bile—Financed au- Financed airplanes  
tomobiles

**INSURANCE, Dentists' liability.** See Insur-  
ance, Malpractice liability

**INSURANCE, Depreciation**

Depreciation cover approved in District of  
Columbia; broad demolition and increased  
construction cost cover also O.K.'d. Nat  
Underw 50:16 F 7 '46

Depreciation insurance form. Rough Notes  
89:69-70 F '46

Green light to Pennsylvania replacement cost  
endorsement. Nat Underw 50:8 O 10 '46

Lloyds brings out new depreciation cover  
form. Nat Underw 50:2 Ag 29 '46

Massachusetts gives rules for replacement  
covers. East Underw 47:16 Ag 23 '46; Same  
cond. Nat Underw 50:25 Ag 23 '46

Michigan rejects replacement rider; Com-  
missioner holds any plan avoiding factor  
of depreciation would lead to incendiary  
fires. East Underw 47:20 Je 7 '46; Same  
cond. Nat Underw 50:1 My 30 '46

Pacific Board authorizes cover of deprecia-  
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Replacement cost cover in Canada. Nat  
Underw 49:16 N 8 '45

**INSURANCE, Disability**

California plan is illuminated; questions on  
unemployment compensation disability pro-  
cedure. P. Merrick. Nat Underw 50:20+  
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Employer best equipped to avoid abuses in  
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Greater attention to emotions of the sick  
advised as heart disease disability curb.  
E. Weiss. Weekly Underw 154:1636 Je 22  
'46

Insured's refusal to submit to physical ex-  
amination constitutes bar to maintenance  
of action for disability benefits. Weekly  
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Payment of disability benefits for several  
years does not foreclose insurer from ques-  
tioning permanency of disability. Weekly  
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Urges agents to wake up to California com-  
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sions

**INSURANCE, Dog**

Dog and cat hospitalization insurance ruling  
in Ohio. East Underw 47:15 Ag 2 '46

Dog insurance. Rough Notes 88:60 D '45

**INSURANCE, Druggists' liability**

Travelers has new druggists' policy. Nat  
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**INSURANCE, Elevator**

Insurer suing as subrogee of assured has bur-  
den of showing assured free from concu-  
rent negligence. Weekly Underw 155:1091 N  
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**INSURANCE, Employers' liability**

Employee held in course of employment while  
on employer's premises for purpose of  
driving fellow employee home. Weekly Un-  
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Insurance, Work-  
men's compensa-  
tion

**INSURANCE, Explosion**

Rate cuts urged for explosion and sprinkler  
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Insurance, Boiler

**INSURANCE, Export credit**

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H. Edelsberg. Weekly Underw 154:516-17  
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Export insurance provided by proposed new  
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Foreign credit insurance; with text of pro-  
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Canadian export credit insurance. R. W.  
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Export credits insurance act amended. For  
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Export credits insurance corporation. maps  
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**INSURANCE, Extra expense**

Additional living expense cover needed in  
these days of high costs. K. J. Heindel.

East Underw 47:22 Ag 23 '46

Local agents neglecting U. & O. and extra ex-  
pense insurance. A. C. Knox. Weekly  
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**INSURANCE, Fidelity.** See Insurance, Surety  
and fidelity

**INSURANCE, Fire arts.** See Insurance, Art

**INSURANCE, Fire**

Adequate insurance program for home  
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'45

Answers to questions in NAIA fire insurance  
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Fin Management 48:37 My '46

Dangers of underinsurance. J. J. Conway and  
G. Maggini. Nat Underw 50:10 My 2 '46

Dineen urges insurance to value in Depart-  
ment notice. Nat Underw 50:13 Mr 7 '46

Fire and casualty conference at Ohio state  
university. Nat Underw 50:1+ Ap 25 '46

Fire companies' subrogation tempo has  
stepped up. Nat Underw 50:14+ N 7 '46

Fire insurance and U.S. Supreme court de-  
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Fire insurance companies organized or re-  
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Greater public service fire insurance aim; address at National Board meeting; abstracts. F. A. Christensen. Weekly Underw 154: 1341+ My 25 '46; East Underw 47:1+ My 24 '46

Higher fire losses delay reconversion; warns of under-insurance dangers. G. G. Traver. East Underw 47:20 Ap 26 '46

Homeowners urged to protect risks; replacement is most difficult now. East Underw 47:25 JI 26 '46

Keeping pace with values. Rough Notes 89:30 Mr '46

Lively discussion at AMA meeting on ways of fixing insurance values. East Underw 47: 21+ Mr 15 '46

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New public interest in insurance being met; expanded public relations campaign of National Board reaching entire business; abstracts. E. Ewing. East Underw 47:1+ My 3 '46; Weekly Underw 154:1113+ My 4 '46; Nat Underw 50:1 My 2 '46

Pacific Board's new setup is signed. Nat Underw 50:4 JI 18 '46

Publicity as substitute for policing; value of territorial organizations. W. R. McCain. Nat Underw 50:1+ Ja 3 '46

Reconversion problems of the insurance industry. E. Elwell. Nat Underw 50:3 Mr 14 '46

Seek to save rudiments of Chicago Board; agents committee strongly advocates company inclusion on modified basis. Nat Underw 50:1+ JI 18 '46

Study problems of mixed membership; future of boards with company and agent makeup is clouded. Nat Underw 50:12 My 16 '46

Under-insurance talk; problems of owners. A. L. Kirkpatrick. East Underw 47:33 My 30 '46

Under-insurance vital matter that local agents fail to stress. G. G. Traver. Weekly Underw 154:435+ F 16 '46; Same abr. East Underw 47:1+ F 15 '46

W.U.A. gets reports from loss and forms committees at Asheville, N.C., meeting. Nat Underw 50:2 S 19 '46

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What would it cost to rebuild your property today? expiring policies should be increased to cover today's values. Rough Notes 89: 28 Ja; 30 Ap; 28 JI; 30 O '46

Why agents should re-check property values; with chart showing percentage increase, 1939 and 1945, for eight cities. Weekly Underw 154:999 Ap 20 '46

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Insurance, Accounts receivable	Insurance, Leasehold
Insurance, Builders' risk	Insurance, Marine
Insurance, Cotton	Insurance, Use and occupancy
	Salvage (fires)

also Factory insurance association; Fire underwriters association of the Pacific; Insurance board of Cleveland; National board of fire underwriters; New York state association of supervising and adjusting fire insurance agents; Newark fire insurance company; Pacific fire insurance company

**Adjustment of claims**

Adjuster views replacement trend; emphasizes increasing importance of labor cost. C. C. Oakes. Nat Underw 50:4 Ag 22 '46

Assured recovers even though vacancy permit on theater expired. Nat Underw 49:17 N 8 '45

Colliery's victory over West Virginia school board reversed. Nat Underw 49:3 D 20 '45

Court defines adequate roof under terms of windstorm insurance risk in fire policy. East Underw 47:23 Ag 23 '46

Delivery of goods in relation to fire insurance; digest of recent cases. J. L. Roesch. Spectator (Property ed) 11:34-6 Je 27 '46

Good will big factor in loss adjustments. R. G. Osgood. Weekly Underw 154:1606+ Je 22 '46; Excerpt. East Underw 47:31 Je 14 '46

Insurers lose Tennessee decision; property insured as seasonal dwelling but used as clubhouse. Nat Underw 49:13 D 27 '45

Life tenant taking fire policy entitled to entire proceeds to exclusion of remaindermen. Weekly Underw 154:239 Ja 19 '46

Policies neither taken or rejected held effective; oral contract to renew binding on insurers. Nat Underw 49:13 D 27 '45

West Virginia colliery pursues school board litigation. Nat Underw 50:4 Ja 17 '46

Windstorm damage; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12: 34-6 JI 11 '46

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New radio program for National Board. East Underw 47:20 O 13; 20 O 25 '46

**Agency management**

Field supervision of fire insurance. C. F. Rupprecht. Spectator (Property ed) 11:10-14+ F 28 '46

**Agents**

Advises agent to specialize in one type of cover. A. M. O'Connell. Nat Underw 50:7 Je 27 '46

Marketing problem for agents becomes acute. Nat Underw 50:2 Ag 8 '46

Successfully uses phone to speed campaign on underinsurance. W. W. Hargert. East Underw 47:23 Ag 23 '46

**Binders**

See Insurance—Binders

**Cancellation**

Cancellation by post office receipt is upheld. Nat Underw 50:3 D 20 '46

Fire policy dividend not applied to premium to keep risk in force. East Underw 47:23 Ag 30 '46

Texas cracks down on pro rata cancellation. East Underw 47:17 Ja 11 '46

**Classification of risks**

Accord obtained on fire classifications; report of NAIC committee. East Underw 47:16 My 31 '46; Weekly Underw 154:1412 Je 1 '46; Nat Underw 50:4 My 23; 11 My 30 '46

Accountants give tips on 100 classification. Nat Underw 50:2 Ja 17 '46

Agreement foreseen on fire classifications. R. E. Dineen. East Underw 47:22 Ap 12 '46

Arkansas ready for 100 class plan. Nat Underw 49:4 D 27 '45

Classification plan termed great advance. W. E. Mallalieu. Weekly Underw 154:429+ F 16 '46

Classification system awaits Dineen's action. Weekly Underw 153:1123 N 17 '45; Same abr. East Underw 46:20 N 16 '45

Commissioners defer classification action; commend work of fire companies; N. Y. dept. conducting intensive nationwide study. East Underw 46:18+ D 7 '45

National Board adopts revised classification. East Underw 46:20+ D 21 '45; Same abr. Weekly Underw 153:1460-1 D 22 '45

N.Y. will study classification plan before approving; Dineen's position. Nat Underw 49:5 N 15 '45

Officials withhold OK on new classification plan at NAIC meeting. Nat Underw 49:3 D 8 '45

Revised classification system approved by National Board. East Underw 46:30 N 16 '45

**Coinurance**

Agent, customer must understand coinurance clause. Nat Underw 50:19 F 7 '46

**Coverage****See also**

Insurance, Fire—Off premises coverage	Insurance, Fire—Policies—Extended coverage endorsements
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**Errors and omissions policies**

Errors and omissions form attached to fire or windstorm policies. Rough Notes 88:66 N '45



**INSURANCE, Fire—Errors and omissions policies—Continued**

Errors and omissions Insurance essential to lending institutions. East Underw 47:24 Ja 11 '46

**Extended coverage**

See Insurance, Fire—Policies—Extended coverage endorsements

**Farm policies**

Farm experts are just agents who know the farm policy; analysis of farm property form no. 66. Rough Notes 89:20+ Ag '46  
Farm insurers eschew the buy more campaign. Nat Underw 50:6 My 2 '46  
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**General cover contract**

See Insurance, Fire—Multiple location policies

**Instalment premiums**

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Virginia agents oppose North America's installment plan. Nat Underw 50:2 J1 25 '46; Same abr. East Underw 47:22 J1 26 '46

**Iron safe clause**

See Insurance, Fire—Policies—Iron safe clause

**Losses**

Companies pay \$161,920 on Empire State fire loss. Nat Underw 49:5 N 29 '45  
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**Mortgagee interest**

Arkansas high court affirms borrower's right to secure cover. Nat Underw 49:6 N 22 '45

**INSURANCE, Fire—Mortgagee interest—Cont.**

Insurers lose Tennessee decision; property insured as seasonal dwelling but used as clubhouse. Nat Underw 49:13 D 27 '45  
 Mortgagee will not cut recovery under 1943 policy. P. Heineke. Nat Underw 50:12 Mr 14 '46  
 Mortgagee not entitled to return premium on cancellation of fire policy containing standard mortgagee clause. Weekly Underw 155:827 O 5 '46  
 New York court holds mortgagee not entitled to returned premiums. East Underw 47:26 Je 28 '46

**Multiple location policies**

Fire insurance reporting forms. Spectator (Property ed) 11:38-9 Ap 11 '46  
 Large risks need special rate treatment. E. W. Sawyer. Nat Underw 50:3 Mr 7 '46  
 Multiple location problem. H. E. Moore. Nat Underw 50:1+ Mr 28 '46  
 Questions and answers on reporting forms. Nat Underw 50:17 Mr 28 '46  
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 Reporting fire forms. A. B. Smillie and others. Rough Notes 89:22-7 O '46  
 Single state average rate reporting form no. 1, monthly average; multiple location reporting form with premium adjustment. Rough Notes 89:69-70 S '46  
 Single state reporting form A monthly average; attaches to fire or windstorm policies. Rough Notes 89:70 Ap '46  
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 What reporting forms are. G. W. Keck. II Rough Notes 89:21-2+ O; 34+ N; 30+ D '46

**Municipal policies**

City self-insurance plan fallacies pointed out. C. A. Ashley. Nat Underw 50:3 Ja 10 '46  
 Municipal self-insurance is debated in Canada. East Underw 47:22 Ag 30 '46

**Off premises coverage**

Eastern Loss group adopts temporary plan on 10% option; applies to extension of coverage on or off the premises. Nat Underw 50:1+ Ap 25 '46  
 Event of 1945 for loss men is overlapping pact; main interest centers on principle VII of agreement. Nat Underw 50:1+ Ja 3 '46  
 Form pact on overlapping cover adjustments; National Board and I.M.U.A. agreement. Nat Underw 49:1+ D 27 '45; Same cond. East Underw 46:19+ D 28 '45; Same cond. Spectator (Property ed) 11:32-3 Ja 10 '46; Excerpt. Weekly Underw 153:1508 D 29 '45  
 How to report losses under off-premises feature. W. E. Mallalieu. Nat Underw 49:13 N 8 '45  
 Inland marine-fire adjusting setup working; losses involving bailee and the 10% off premises feature. Nat Underw 50:10 O 3 '46  
 Mixed reactions to fire, marine loss agreement. Nat Underw 50:3 Ja 10 '46  
 Primary liability where overlapping coverage is involved. E. I. Taylor. East Underw 47:20+ N 8 '46

**Participating policies**

First National drops deviated rates for participating plan. Nat Underw 50:2 F 28 '46

**Policies**

Dwelling and contents form (no. 49); for use with either fire or windstorm policies and extended coverage. Rough Notes 89:63 Ag '46  
 Kansas fire policy to be interpreted by agreement. Nat Underw 50:3 Ja 3 '46  
 Legal problems inherent in New York standard policy. G. D. Vail, Jr. East Underw 47:20+ N 1 '46; Abstract. Nat Underw 50:7 O 31 '46  
 Mortgages will not cut recovery under 1943 policy. P. Heineke. Nat Underw 50:12 Mr 14 '46  
 New dwelling and contents form. Rough Notes 89:18+ Mr '46; Discussion. 89:60-1 My '46  
 New York fire policy effective in Oklahoma. Jan. 1. East Underw 46:28 D 7 '45

Revised dwelling form, new U. & O. forms in Ohio; extended coverage for dwelling risks and several rules changed. Nat Underw 50:3+ F 14 '46  
 Standardizing daily report form points to policy face revisions. Nat Underw 50:1 Ag 1 '46  
 Texas fire policy; variations from New York (1943) form. Rough Notes 89:61 Ja '46

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Insurance, Fire—Errors and omissions policies	Insurance, Fire—Municipal policies
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**Extended coverage endorsements**

North America extends wave damage insurance to Massachusetts and Rhode Island. East Underw 47:20 Jl 5 '46  
 Strikes! strikes! strikes! how to cover this hazard; riot and civil commotion policy compared with extended coverage. Rough Notes 89:18+ Ja '46  
 Why all mortgagors should have extended coverage. L. W. Taylor. East Underw 46:24 N 23 '45  
 Windstorm definition questioned after Saginaw ice loss. L. W. Smith. Nat Underw 50:2 Ag 1 '46

**Iron safe clause**

Inventory-iron safe clause. Rough Notes 89:70 S '46  
 Virginia discontinues iron safe clause. East Underw 47:17 S 6 '46

**Term policies**

Iowa department rules on delayed premium plans. East Underw 47:24 Jl 19 '46; Same cond. Nat Underw 50:2 Jl 18 '46  
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**Policy dividends**

General insurance company, Seattle, reduces dividends from 20% to 15%. H. K. Dent. Nat Underw 49:3+ N 15 '45

**Premium financing**

Banks hope for profit on volume under 2.67% deal. Nat Underw 50:4 Je 20 '46

**Premiums, Payment of**

Champions five year plan. O. J. Bailey. Nat Underw 50:40 O 24 '46  
 Fire policy dividend not applied to premium to keep risk in force. East Underw 47:23 Ag 30 '46  
 Five-year installment plan approved in Arkansas. Nat Underw 50:8 My 16 '46  
 Iowa department rules on delayed premium plans. East Underw 47:24 Jl 19 '46; Same cond. Nat Underw 50:2 Jl 18 '46  
 Michigan disapproves term deviation. Nat Underw 49:3 N 22 '45  
 New plan approved by Indiana; 5-year annual installment plan of Rhode Island insurance co. Weekly Underw 153:1507 D 29 '45  
 New York department puts OK on North America plan. Nat Underw 50:8 Ap 4 '46; East Underw 47:30 Ap 12 '46  
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**Premiums, Recovery of**

Mortgagee not entitled to return premium on cancellation of fire policy containing standard mortgagee clause. Weekly Underw 155:827 O 5 '46  
 New York court holds mortgagee not entitled to returned premiums. East Underw 47:26 Je 28 '46

**Preventive work**

Call for greater penalty in rate for fire hazards; Risk research institute fire prevention meeting. W. J. Fitzsimons and others. Nat Underw 50:2 O 10 '46



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Committee on aviation and airport fire protection formed by NFPA. East Underw 47:31 N 1 '46

Fire prevention activities by local agents profitable. C. H. Mahn. Nat Underw 50:17 Je 6 '46

Fire protection institute formed; educational program backed by Fire extinguisher manufacturers association. East Underw 47:22 Jl 19 '46

How fire industry helped in global war effort. G. H. Duxbury. East Underw 46:56-7 D 14 '45

New booklet, Fires that never happened, tells how insurance aided armed services during war. East Underw 47:26 Jl 26 '46; Same. Weekly Underw 155:185+ Jl 27 '46

Railroad insurance association issues 1946 fire prevention week poster; aids railroads to cut losses. East Underw 47:28 O 11 '46

Reports by many activities; impressive record set by Western actuarial bureau prevention unit. R. E. Vernor. Nat Underw 50:2 Ag 22 '46

St Louis agents find hazards; accomplish effective inspection work in assisting fire department. Weekly Underw 154:1589+ Je 22 '46

Swedish fire chief Sven Sonnenberg on tour of U.S. for special study. Nat Underw 49:3 D 27 '45

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National fire waste Underwriters laboratories

**Prospects**

Cash in on home building boom. Rough Notes 88:24 D '45

**Purchasing**

FSA borrowers may place own insurance. East Underw 46:30 D 21 '45; Same. Spectator (Property ed) 11:18 D 20 '45

**Rates**

Agreement reached on rating bills by NAIC and industry committees. East Underw 47:16+ My 31 '46

Commissioners bring out rating bills of own. Nat Underw 49:3+ D 6 '45

Commissioners hear fire-casualty views on rating proposals. East Underw 46:1+ D 7 '45

Companies pleased with decision in District of Columbia setting aside rate cut; with extracts from testimony. East Underw 47:21 Jl 5 '46

Companies put up stout fight against District of Columbia rate cut order; permanent injunction is sought against Superintendent Jordan. Nat Underw 50:3 F 28 '46; Same abr. East Underw 47:22 Mr 1 '46

Companies victorious in District of Columbia rate case. Weekly Underw 154:1651 Je 29 '46; Nat Underw 50:2 Jl 4 '46

Companies win stay of District of Columbia rate order; position of North America injects confusing element in case. Nat Underw 50:6+ Mr 28 '46

Defense plant corporation deal may stir things up; 10% rate reduction issue. Spectator (Property ed) 11:8 N 8 '45

Department examines N.Y. cooperatives' rate making setup. Nat Underw 50:4 F 21 '46

District of Columbia fire rate cuts stand; Jordan sets expense factor at 43.50%; delays extended cover cut. East Underw 47:24 F 8 '46; Nat Underw 50:3+ F 7 '46

District of Columbia fire rates cut. East Underw 46:26 N 30 '45

District of Columbia rate case hearings. Nat Underw 50:5+ Je 13 '46; Nat Underw 50:1+ Je 20 '46

Eight District of Columbia rate reduction order at hearing. Nat Underw 49:6+ D 20; 3+ D 27 '45; 50:6 Ja 17; 3+ Ja 24 '46

Fire insurance rating procedure. R. W. Hukill. Nat Underw 50:34 S 12 '46

Fire rates may advance with new tenancy. C. C. Dominge. Il Spectator (Property ed) 11:10-13 Mr 28 '46

Large risks need special rate treatment. E. W. Sawyer. Nat Underw 50:3 Mr 7 '46

May appeal District of Columbia rate cut order. Nat Underw 49:15 N 8 '45

NAIC, all-industry committee approve both rating bills. East Underw 47:1+ Je 21 '46

Nationalized rating proposed at Commissioners' committee meeting. Weekly Underw 155:591 S 14 '46

North America hits present opposition to District of Columbia rate order. East Underw 47:1+ Ap 12 '46; Same abr. Nat Underw 50:3 Ap 11 '46; Same abr. Weekly Underw 154:925+ Ap 13 '46

North Carolina fire rates reduced. East Underw 47:29 Je 7 '46

Oklahoma fire rates cut; extended cover up. East Underw 46:28 D 7 '45; Nat Underw 49:4 N 29 '45

Plaintiff companies' position in District of Columbia rate case. East Underw 47:19+ Ap 19 '46

Rate cuts urged for explosion and sprinkler leakage by New York department. Nat Underw 50:4+ My 9 '46

Rating bill pact is now all but sealed; industry and Commissioners group in almost complete agreement. Nat Underw 50:1+ My 30 '46

Rational rates for fire insurance; address before American management association. E. F. Gallagher. Weekly Underw 154:1207-9, 1621-3; 155:253-4 My 11, Je 22, Ag 3 '46; Excerpt. East Underw 47:24 Mr 15 '46

Seek to halt any insurer from using lower District of Columbia rates. Nat Underw 50:1 Mr 21 '46

Special rates on industry basis not justified. E. F. Gallagher. Nat Underw 50:3 Jl 18 '46

Stock fire groups plan to abandon nationwide rating; bureaus will make all rates. Nat Underw 50:3 S 12 '46

Suggests states conform to pattern in laws. C. S. Whitner. East Underw 46:18+ N 9 '45; Abstract. Nat Underw 49:13 N 8 '45

Texas dwelling rates reduced, other changes. Nat Underw 49:11 N 29 '45

Text of fire and casualty bills presented by NAIC committee on rates and rating organizations with memorandum explaining various provisions. East Underw 46:19+ D 7 '45

Text of fire and marine insurance measure drafted by commissioners. East Underw 46:52+ D 14 '45

Text of fire rating bill of all-industry group. Nat Underw 50:1+ Ja 3 '46; Same. East Underw 47:1+ Ja 4 '46

Urges rate cooperation only on loss data; expense, profit would be added competitively to pure premium; address before North Carolina agents. E. C. Stone. Nat Underw 50:8 My 16 '46

Urges rate uniformity. H. W. Nason. Nat Underw 50:4 Mr 14 '46

Wipe out 10% rate cut for properties leased by RFC; statement by Factory insurance association. Nat Underw 49:1 D 13 '45

**Rating bureaus**

Bureaus in the fire insurance business. E. F. Gallagher. Rough Notes 89:15-16+ Jl '46

Nationalized rating proposed at Commissioners' committee meeting. Weekly Underw 155:591 S 14 '46

New England rating association announces rate and rule changes. East Underw 47:18 Ja 4 '46

North America wins tussle with new Maryland bureau. Nat Underw 50:4 My 16 '46

State rating and review bureaus set up in Maryland. Nat Underw 50:10 Mr 28 '46

Stock fire groups plan to abandon nationwide rating; bureaus will make all rates. Nat Underw 50:3 S 12 '46

**Reinsurance**

Fire reinsurance record in 1945 even worse than year before. Nat Underw 49:15 D 27 '45

**Reserves**

Premium reserve procedure on new term setup varied; Iowa first state to rule definitely for one-year basis. Nat Underw 50:1+ Jl 25 '46

**Risks**

National Board reports on plastics fire hazards. Nat Underw 50:3 Jl 11 '46



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New York state standard fire classification report, 1944; tabulation. *Spectator* (Property ed) 11:16-19 D 6 '45

Pipeless furnace hazards. M. E. Bulske. *Rough Notes* 89:34 Ja '46

Ways for examiners to aid production. E. E. Vogt. *Nat Underw* 50:3 Ja 24 '46

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Insurance, Fire— Sugar risks Insurance, Fire— Tobacco risks	Insurance, Fire— Whisky risks
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**Self insurance**

City self-insurance plan fallacies pointed out. C. A. Ashley. *Nat Underw* 50:8 Ja 10 '46

Municipal self-insurance is debated in Canada. *East Underw* 47:22 Ag 30 '46

**State policies**

Limit Michigan private cover to two categories. *Nat Underw* 50:24 F 28 '46

Michigan passes bill for insurance on liquor stocks. *East Underw* 47:34 Mr 15 '46

State not liable for fire set by inmate escaped from institution. *East Underw* 47:27 O 25 '46

Washington state discontinuing much insurance. *Nat Underw* 49:30 N 22 '45

**Statistics**

Division of premiums written in 1945 by stock and mutual casualty companies and by stock and mutual fire companies; charts. *Spectator* (Property ed) 12:26 O 10 '46

1945 standing of leading insurers on assets, premiums; with comparisons, 1936-1944. *Nat Underw* 50:3+ Mr 14 '46

**Study and teaching**

Connecticut fire insurance questions and answers. *East Underw* 47:17 Jl 26 '46

**Sugar risks**

Demand jumps for sugar cover. *Nat Underw* 50:34 O 3 '46

**Taxation**

U.S. Chamber backs share-tax plan; Grand Rapids' mayor wants cities to get part of premium levy. *Nat Underw* 50:3 Ja 17 '46

**Tobacco risks**

Back amended tobacco form; Kentucky fire underwriters approve form for writing leaf tobacco on loose leaf floors. *East Underw* 47:20 Ap 19 '46

**Valuation of property**

Amount of insurance on goods in storage doesn't limit negligence claim. *Nat Underw* 50:2 Jl 18 '46

Condition is the true estimate of insurance depreciation. R. W. Stevens. *Nat Underw* 50:17 Je 13 '46

Field men engaged in appraisals more than ever. *Nat Underw* 50:9 Ag 29 '46

Method of property valuation for Missouri buyers. G. A. Colburn. *Nat Underw* 50:12 Ap 4 '46

Valuation summary at Chicago insurance day session. B. F. Bills and others. *Nat Underw* 50:7 My 30 '46

Values baffling to insurance men at present time; scarcity of expert craftsmen and material causes prices to soar. *Nat Underw* 50:3 Ja 3 '46

**Whisky risks**

New market value clause for whisky adopted by I.U.B. *Nat Underw* 50:3 Jl 25 '46

Whiskey insurance heavy; difficulties foreseen in providing sufficient coverage for large volume of new liquor. *East Underw* 46:23 N 23 '45

Whisky insurance market stimulated. *Weekly Underw* 155:255 Ag 3 '46

**Arkansas**

Loss ratio 39.96% on fire lines; rerating of entire state planned by Bureau in starting card system. *Nat Underw* 50:6 Ap 18 '46

**Canada**

Fire profit outlook in Canada held poor. F. Jordan. *East Underw* 47:18 Jl 26 '46

Municipal self-insurance is debated in Canada. *East Underw* 47:22 Ag 30 '46

**Great Britain**

Premiums and prices. *Economist* 151:506 S 28 '46

**Massachusetts**

Raters call attention to Massachusetts law change relating to insurance against expenses actually incurred in repairing or replacing property. *Weekly Underw* 155:7 Jl 6 '46

**Missouri**

State gets Missouri unclaimed premiums; insurance department pays over excess funds involved in famous rate case. *Weekly Underw* 155:420 Ag 24 '46; *Nat Underw* 50:10 Ag 22 '46

**New York (state)**

Fire endorsement changes by New York fire insurance exchange. *Spectator* (Property ed) 11:35 D 6 '45

Fire insurance rate and form changes made in New York state. *East Underw* 47:30 Je 14 '46

N.Y. Exchange votes to purge its rules; reverses former position. *East Underw* 47:20+ Ag 9 '46; Same cond. *Nat Underw* 50:1 Ag 8 '46

New York fire insurance exchange reviews vote on separation rule. *East Underw* 47:1+ Ag 2 '46

**Puerto Rico**

Standard fire policy asked by Puerto Rico. L. J. Noa. *Weekly Underw* 155:597 S 14 '46

**Sweden**

Extend services; innovations introduced by Swedish carriers. *Weekly Underw* 154:162 Ja 12 '46

London Review discusses new Swedish rates. *Nat Underw* 50:13 Ap 13 '46

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Washington state discontinuing much insurance. *Nat Underw* 49:30 N 22 '45

**INSURANCE, Forest****Reinsurance**

Oregon forest fire assn. sues Lloyds on forest fire suppression cost. *Nat Underw* 50:27 Jl 18 '46

**INSURANCE, Forgery**

Forgery claims. S. Maurice. *East Underw* 47:36 N 1 '46; Same. *Weekly Underw* 155:1130-1+ N 9 '46; Same cond. *Nat Underw* 50:26 N 7 '46

Surety association of America announces forged securities change. *Weekly Underw* 154:1435 Je 1 '46

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**INSURANCE, Franchise (term)**

Commissioner Forbes defines franchise plan; writing made illegal in Michigan. *Weekly Underw* 154:94 Ja 5 '46

Companies may not push new franchise definition. *Nat Underw* 50:20 Ag 1 '46

Franchise definition. H. R. Gordon. *East Underw* 46:34 D 7 '45

Franchise definition pondered by N.A.I.C. A. & H. committee. *Nat Underw* 49:27+ D 6 '45; Same. *Nat Underw* (Life ed) 49:2+ D 7 '45

Proposed franchise definition in A. & H. is revised. *Nat Underw* 50:15+ Ja 24 '46; Same. *Nat Underw* (Life ed) 50:4 Ja 25 '46

Revise franchise definition. *East Underw* 47:48 My 24 '46

**INSURANCE, Fraternal. See Benefit societies****INSURANCE, Fur**

Engineers drive against hazards of fur risks. *Weekly Underw* 154:1212 My 11 '46

Fur floater policy, world wide. *Rough Notes* 89:73 Mr '46

Treat for mathematicians; formula tells cheapest rate schedule in calculating fur premium of jewelry-fur floater. C. Markel. *Nat Underw* 50:4 N 7 '46

**INSURANCE, Furriers' customers**

Furriers' customers basic policy; furriers' customers certification endorsement. Rough Notes 89:69 Ap '46

Furriers customers contract form and rate revisions. E. G. Engelbert. East Underw 47:27 JI 12 '46

Furriers customers contract revised, rates up. Nat Underw 50:1 F 21 '46

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Goods damaged in storage; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:30-2 O 24 '46

**INSURANCE, Garage owners'. See Insurance, Automobile-Garage owners' and dealers' liability policies****INSURANCE, Group**

Aggregate group insurance statistics; survey by Life Insurance Association of America. Nat Underw 50:27 S 19 '46; Same. Nat Underw (Life ed) 50:20 S 20 '46; Same abr. Weekly Underw 155:696 S 21 '46

Buyer urges group plan improvements; abstracts. R. M. Prince. Nat Underw 50:32 My 16 '46; Nat Underw (Life ed) 50:5 My 17 '46; East Underw 47:37+ My 17 '46; Rough Notes 89:38 JI '46

California group case put up to department; raises trade group issue; Occidental and Pacific Mutual ask insurance commissioner for interpretation of law in case. East Underw 47:6 Je 21 '46

Fear "fictitious fleet" problem in group field; possibility of extension of underwriting to fantastic limits. Nat Underw 49:17 N 22 '45; Same. Nat Underw (Life ed) 49:12A N 23 '45

Garrison turns down trade association for groups; acts on producers' organization's objections to Merchants & Manufacturers cover. East Underw 47:4 JI 19 '46; Nat Underw 50:25 JI 18 '46; Nat Underw (Life ed) 50:9 JI 19 '46

Group business on the upsurge. Nat Underw (Life ed) 50:1+ Je 21 '46

Group cover still far from saturation point. Nat Underw 50:19+ JI 18 '46; Same. Nat Underw (Life ed) 50:1 JI 19 '46

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Group ranking as of Dec. 31, 1945; tabulation. Life Ins Courant 51:199 Ap '46

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Kee man protection plan; Continental Casualty moves to provide adequate accident and sickness group cover to leaders. East Underw 46:28 D 23 '45

Many by-products for agent in group insurance. J. G. Phillips. Nat Underw (Life ed) 50:27 F 1 '46; Same cond. Nat Underw 50:15 Ja 31 '46

Mass merchandising. L. W. Sechtman. Spectator (Life ed) 153:24+ Ja '46

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Modern group trends require producers to keep in touch with developments; address before H. & A. Conference. C. R. Cleaver. Weekly Underw 154:1378-9 My 25 '46

No magic formula for group A. & H. prospecting. Nat Underw 50:18 Ag 1 '46; Same. Nat Underw (Life ed) 50:14 Ag 9 '46

Opinion requested on group proposal ruling; act on California issue; Occidental Life and Pacific Mutual ask interpretation of term trade association. East Underw 47:10 S 6 '46

Predicts group writing gains. T. I. Parkinson. East Underw 47:7 Ja 13 '46; Same. Weekly Underw 154:232 Ja 19 '46; Same cond. Nat Underw (Life ed) 50:3 Ja 18 '46

Recent trends in group casualty production; with tabulations showing rank of leading producers of group A. & H. L. S. McCombs. Spectator (Life ed) 154:60-6 S '46

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**Employees' insurance**

Broker arranges hospital plan for dairy group; Pure milk association. Nat Underw 50:16 Ja 24 '46; Same. Nat Underw (Life ed) 50:8 Ja 25 '46

Brokers tell how bank retirement plans programs of three banks vary; Towers, Perrin, Forster & Crosby. East Underw 47:9 Ap 26 '46

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Employee benefit plan of Bristol-Myers co. East Underw 47:13 Ja 11 '46; Same cond. Nat Underw (Life ed) 50:5 Ja 11 '46; Same cond. Nat Underw 50:20 Ja 10 '46

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Phoenix Mutual rounds agent protection program by group life and health coverages. Weekly Underw 155:964 O 19 '46

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Use of home office materials and techniques in closing and solicitation of an employee benefit plan. O. N. Robertson. East Underw 47:10 Ag 16 '46

**INSURANCE, Group life**

Commissioners report agreement on main group life definitions. East Underw 46:32+ D 14 '45

Debate how big to make new pants for group line; N.A.L.U. takes strong stand for tight fit at commissioners session. Nat Underw (Life ed) 50:1+ F 15 '46

Draft of revised definition and standard provisions released by AIlryn of Connecticut. Nat Underw (Life ed) 50:11+ My 24 '46

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Equitable writes unusual group case; solicitors of Buckeye Union agencies offered coverage. Nat Underw (Life ed) 50:4 Mr 15 '46; Same. Nat Underw 50:26 Mr 14 '46

Expanded group life threat to American agency system; abstracts. J. E. Rutherford. East Underw 47:13 Mr 22 '46; Nat Underw (Life ed) 50:2+ Mr 22 '46

50 correspondent banks now under St Louis bank's cover. Nat Underw (Life ed) 50:8 Mr 8 '46

Group cover tax points. G. J. Laikin. Nat Underw (Life ed) 49:3 N 30 '45

Group definition and standard provisions adopted; set 45-days as conversion period and for see cover. Nat Underw (Life ed) 50:1+ Je 21 '46

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Group insurance meets the need. D. N. Warters. East Underw 47:32+ pt 2 O 4 '46

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Group limits up to commissioners; abstracts. W. E. AIlryn. East Underw 47:10 Mr 15 '46; Nat Underw (Life ed) 50:2+ Mr 15 '46

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Michigan school districts can't pay group premiums. Nat Underw (Life ed) 50:19 Ag 16 '46



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NALU presents suggestions on group life insurance definition, *Spectator* (Life ed) 153:56-7+ Mr '46; Abstract, *East Underw* 47:12 F 15 '46

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Proposed changes in group life definition: memoranda presented at N.A.I.C. mid-year meeting by L.I.A., *East Underw* 46:3+ D 7 '45; Excerpt, *Nat Underw* (Life ed) 49:3 D 7 '45

Recovering sharply, group returns to all-time peak; pre-war levels exceeded by 60%; 25 billion in force, *Nat Underw* (Life ed) 50:2 Ag 2 '46

Sharp debate over proposed limits in model group bill; NAIC committee hears discussions on standard provisions, *Nat Underw* (Life ed) 50:4 My 3 '46

Three group legislative proposals of L.I.A. analyzed, A. Pike, jr. *Nat Underw* (Life ed) 49:2+ D 14 '45

Why 1946 is record breaking group insurance year, M. A. Gulick, *East Underw* 47:32+ pt 2 O 4 '46

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**Adjustment of claims**

Conversion privilege in group policy construed in Illinois case; Christofferson vs. General Motors, *Nat Underw* (Life ed) 50:24 Ag 9 '46

Employment record competent but not conclusive evidence of termination of coverage under group life policy, *Weekly Underw* 154:537 F 23 '46

Group conversion issue is won by Sun Life, *Nat Underw* (Life ed) 50:9 Je 21 '46

**Instalment buyers' policies**

Consumer credit cover lively field, *Nat Underw* (Life ed) 50:4 Ag 16 '46

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Estimate \$10,140,500 hail loss in Texas, *East Underw* 47:13 Je 7 '46

Gloom hits Texas in wake of May winds; Midwest hail and wind losses high, *Nat Underw* 50:4 Je 6 '46

Hail cover follows farmer to new location even though home is unchanged, *Nat Underw* 50:6 N 7 '46

Hail cover offers agent a good in with farmers, C. A. Dawson, *Nat Underw* 50:9+ S 19 '46

Hail coverage held profitable for agents, C. A. Dawson, *East Underw* 47:17 Ag 30 '46

Hail experience for 1945; tabulation, *Nat Underw* 50:21 Mr 7; 18 Mr 14; 16 Mr 21 '46 '46 hail record promises to be best in history, *Nat Underw* 50:4 Ag 29 '46

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**See also**

Insurance, Accident  
Insurance, Disability  
Insurance, Hospitalization

Insurance, Medical expense  
Medical service—  
Group and prepayment plans

also Bureau of personal accident and health underwriters; Health and accident underwriters conference; National association of accident and health underwriters

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Require A. & H. loss ratio breakdown by policy types; zone 4 commissioners also want examination manual prepared, *Nat Underw* 50:21 Mr 21 '46; Same, *Nat Underw* (Life ed) 50:4 Mr 22 '46

Sparks fly at hearing on A. & H. experience call; N.A.I.C. group at Chicago hears blast against zone 4 move, *Nat Underw* 50:23+ My 2 '46; *Nat Underw* (Life ed) 50:1+ My 3 '46

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**Legislation, Proposed**

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 Assail U.S. hospital measure, Wagner-Murray-Dingell bill. J. H. Hayes and others. *Nat Underw* (Life ed) 50:6 *My* 17 '46  
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 Congressmen now know of public reaction to Wagner-Murray-Dingell bill; activities of National A. & H. association. W. B. Cornett. *East Underw* 47:34 *Je* 28 '46  
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**Policies**

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- Recent developments in Rhode Island cash sickness benefits. W. D. Macdonald. Mo Labor R 63:21-5 Jl '46
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- Broker arranges hospital plan for dairy group; Pure milk association. Nat Underw 50:16 Ja 24 '46; Same. Nat Underw (Life ed) 50:8 Ja 25 '46
- Catholic hospitals in Michigan to quit Blue cross. Nat Underw 50:18 Ag 15 '46; Same. Nat Underw (Life ed) 50:17 Ag 16 '46
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Insurance, Medical expense

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- Standard valuation laws; effects on industrial underwriting. A. N. Guertin. East Underw 46:3+ N 30 '45; Excerpts. Nat Underw (Life ed) 49:3+ N 30 '45; Weekly Underw 153:1296 D 1 '45

- See also*  
Industrial insurers conference

**Adjustment of claims**

- Person paying premiums on industrial policy entitled to first lien on policy proceeds to amount of premiums paid. Weekly Underw 155:285 Ag 3 '46

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- Prudential endorses union in letter to debit men. Nat Underw (Life ed) 50:2 Jl 12 '46
- Unions moving to organize debit men in South. Nat Underw (Life ed) 50:3 Je 7 '46

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- Prudential debit men get generous retirement plan. Nat Underw (Life ed) 50:2 Jl 5 '46

**Salaries and commissions**

- Albany hearing on collect commissions in monthly premium; Metropolitan, Prudential and Hancock positions on bill proposing increase. East Underw 47:1+ Mr 1 '46
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- Companies differ on New York monthly premium bill. Nat Underw (Life ed) 50:6 Mr 8 '46
- Union wins retroactive pay increase dispute; agents of Metropolitan Life. Nat Underw (Life ed) 50:5 Je 21 '46

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**Finance**

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**Tables**

- Actuarial tables for industrial companies; work of ALC. East Underw 47:16 N 1 '46; Nat Underw (Life ed) 50:18 N 1 '46

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- Polio insurance. Bsns W p41 O 12 '46
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- Definition of inland marine coverage; abstract. J. A. Dodd, Jr. Rough Notes 89:56 Jm '46



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Inland marine questions prove of interest at A.M.A. conference meeting. O. A. Ogden. Weekly Underw 154:684+ Mr 16 '46

**See also**

Insurance, Art customers	Insurance, Furriers' customers
Insurance, Ballees' customers	Insurance, Jewelers' block
Insurance, Camera	Insurance, Motor truck contents
Insurance, Cold storage locker	Insurance, Registered mail
Insurance, Contractors' equipment floater	Insurance, Tourist baggage
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Also Inland marine underwriters association

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Event of 1945 for loss men is overlapping pact; main interest centers on principle VII of agreement. Nat Underw 50:1+ Ja 3 '46

Form pact on overlapping cover adjustments; National Board and I.M.U.A. agreement. Nat Underw 49:1+ D 27 '45; Same cond. East Underw 46:19+ D 28 '45; Same cond. Spectator (Property ed) 11:32-3 Ja 10 '46; Excerpt. Weekly Underw 153:1508 D 29 '45

Mixed reactions to fire, marine loss agreement. Nat Underw 50:3 Ja 10 '46

Watcher stationed outside locked car fails to satisfy attendance warranty in salesman's floater. Nat Underw 50:4 N 7 '46

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How the company groups stand on inland marine income in 1945; tabulations. East Underw 47:33+ Mr 22 '46

Inland marine lines show premium gains for first half year. East Underw 47:1+ Je 28 '46

Inland marine premium writings for 1945; with tabulation by company. East Underw 47:29+ Mr 22 '46

Inland marine premiums-losses for 1945; tabulation by company. East Underw 47:37-8 Mr 22 '46

**Losses**

Guggenheim loss may be \$1 million. Nat Underw 50:5 F 7 '46

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Installment sales floaters. G. A. Hunt. Rough Notes 89:38 Je '46

Neon sign policy. Spectator (Property ed) 12:31 Ji 11 '46

Wool growers' and buyers' policy. Spectator (Property ed) 11:28 D 20 '45

**Dealers' policies**

Property held under floor plan may be covered under inland marine policy in New York. Weekly Underw 155:28+ Ji 6 '46; Same cond. East Underw 47:20 Ji 5 '46; Same cond. Nat Underw 50:2 Ji 4 '46

**Personal property floater**

Accentuate the positive in your sales approach. J. F. Danaher. Spectator (Property ed) 11:28-9 Ap 25 '46

Agents can increase volume with P.P.F. sales. E. Carroll. Nat Underw 50:15 Ap 25 '46

Appraisal form increases agency's P.P.F. business. W. A. Schaefer. Nat Underw 50:13 Ap 11 '46

Buffalo uses disappearing deductible with P.P.F. Nat Underw 50:6 Ji 18 '46

Compare PPF, residence burglary. J. James; W. V. Drew. Nat Underw 50:21 O 10 '46

Fireman's Fund now using more detailed P.P.F. blank. Nat Underw 50:3 Ji 18 '46

How to get greater premium exposure on P.P.F.; abstracts. M. V. Campbell. Nat Underw 50:19 S 5 '46; Weekly Underw 155:540 S 7 '46; East Underw 47:22 S 6 '46

Inland marine and property floater coverages and adjustments. F. D. Hawkins. Weekly Underw 155:481+ Ag 31 '46

Insurers strike to get higher premiums on P.P.F.; leading company imposes stern conditions as alternative to rate increase. Nat Underw 50:2+ Ap 25 '46

May write PPF in Massachusetts after January 1. Weekly Underw 153:1405 D 15 '45

New Canadian inland underwriters conference on PPF to start January 1. East Underw 46:1+ N 16 '45

New York now adopts flexible attitude; Dineen relaxes Appleton rule. Weekly Underw 153:1474 D 22 '46; East Underw 46:33 D 21 '45; Nat Underw 49:23+ D 20 '45

New York rules on personal floater. Weekly Underw 154:1424 Je 1 '46

Personal property floater endorsements. Rough Notes 89:70 S '46

Personal property floater policy. T. A. Holman and others. Rough Notes 89:19-24 Ap '46

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P.P.F. vexations are increasing. Nat Underw 50:4 Ag 1 '46

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Why I like to sell property floater policies. J. B. Murphy. Rough Notes 88:50-1 D '45

**Scheduled property floater**

Outboard motor and/or boat form O; attaches to scheduled property floater. Rough Notes 89:69 S '46

Scheduled property floaters are good door openers. G. D. Daugharty. Rough Notes 88:46 N '45

Surveyor's instruments. Rough Notes 89:59-60 Mr '46

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Fire Association loses appeal to N.Y. department on PPF; no claims endorsement at issue. Nat Underw 50:3 Ja 24 '46; Weekly Underw 154:253 Ja 26 '46

Insurers strike to get higher premiums on P.P.F.; leading company imposes stern conditions as alternative to rate increase. Nat Underw 50:2+ Ap 25 '46

New York Insurance department decision on "credit for no claim" matter. Weekly Underw 154:320+ F 2 '46; Same abr. East Underw 47:24 F 1 '46

**New York (state)**

Plan for filing inland marine statistics issued by N.Y. Dept. East Underw 46:78 D 14 '45; Same abr. Weekly Underw 153:1275+ D 1 '45

**INSURANCE, Jewelers' block**

All-risk bargain for jewelers. H. Gund. ii Rough Notes 89:17-18+ Ji '46

Court relieves assured of providing full details in jewelers' block loss. East Underw 47:28 O 18 '46; Nat Underw 50:32 N 14 '46

**INSURANCE, Leasehold**

Leasehold interest readily sold now. G. H. Martin. East Underw 47:22 O 25 '46

**INSURANCE, Liability**

Liability exposures. C. R. Parsons. Nat Underw 50:19 Mr 7 '46

**See also**

Insurance, Airport public and property damage liability	Insurance, Manufacturers' and contractors' property damage liability
Insurance, Automobile	Insurance, Morticians' liability
Insurance, Contractors' public liability	Insurance, Motor truck
Insurance, Druggists' liability	Insurance, Products
Insurance, Elevator	Insurance, Warehousemen's liability
Insurance, Employers' liability	Insurance, Workmen's compensation
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**INSURANCE, Liability—Continued****Adjustment of claims**

- Cooperation clause not violated by assured's failure to attend trial where notice returned due to removal. Weekly Underw 155:1037 O 26 '46
- Declaratory judgments in liability insurance cases. D. J. Kadyk. Weekly Underw 155:578 S 7 '46
- Principal of estoppel; digest of recent cases. J. L. Roesch. Spectator (Property ed) 11:36-7 D 20 '45 [reprinted from Spectator Ag 17 '44 p28-30]

**Farm policies**

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- Fred Clemans and his \$2,100 smudge pots; value of farm liability insurance. Rough Notes 89:24 Ag '46

**Policies**

- Broad form liability cover answer to demand for improved protection. E. Uhler. East Underw 47:29+ O 25 '46
- Comprehensive liability bridges many loopholes. Spectator (Property ed) 11:34-5 D 6 '45
- Comprehensive personal liability policy. Rough Notes 89:77-8 Je '46
- Comprehensive personal liability policy. E. A. Bergstrom and others. II Rough Notes 89:19-24 My '46
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- National Bureau drops some sales taxes from liability premium bases. Nat Underw 49:36 D 6 '45

**INSURANCE, Libel**

- Libel insurance. Bsns W p61-2 Je 8 '46

**INSURANCE, Life**

- Applause from the applauded; Broadway stars believe in insurance. R. Rhodes. II Spectator (Life ed) (Endorsement no) 153:6-9+ D '45
- Brisk demand expected among foreigners for life insurance in U. S. companies. Weekly Underw 153:1426 D 15 '45
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- Life insurance faces great future. J. L. Howard. Weekly Underw 154:112-14 Ja 5 '46
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- |                       |                   |
|-----------------------|-------------------|
| Annulities            | Insurance trusts  |
| Benefit societies     | Military service— |
| Insurance, Business   | Insurance aspects |
| Insurance, Group life | Mortality         |
| Insurance, Industrial | Savings banks—In- |
| Insurance, Military   | urance selling    |
| and naval service     |                   |
- also American Institute of actuaries; American life convention; Connecticut mutual life insurance company; Illinois bankers life assurance company; Institute of life insurance; John Hancock mutual life insurance company; Life insurance agency management association; Life insurance company of Virginia; Metropolitan life insurance company; Prudential insurance company of America

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**INSURANCE, Life—Adjustment of claims—**  
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Half pint of liquor in car doesn't invalidate cover. Nat Underw (Life ed) 50:24 Ag 9 '46

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Repeated acceptance of past due assessments by benefit association waiver of by-laws provision for suspension. Weekly Underw 154:1103 Ap 27 '46

*See also*

Insurance, Life—  
First year claims  
Insurance, Life—  
Suicide death  
claims

Insurance, Life—War  
death claims

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Institute produces motion picture film; Search for security. Il East Underw 47:10 Ag 30 '46; Same cond. Nat Underw (Life ed) 50:1 Ag 30 '46

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Prudential radio plan. H. M. Kennedy. East Underw 46:16 N 16 '45

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tion

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Agency's operations should all be integrated; abstracts. O. Bethea. Nat Underw (Life ed) 50:4 F 15 '46; East Underw 47:13 F 22 '46

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**Agents**

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Blind agent in Cleveland has excellent sales record; Mitchell Darling. Nat Underw (Life ed) Daily ed 50:26 S 13 '46

Blueprint for sales success. J. L. McMillen. Spectator (Life ed) 154:14-18 Ag '46

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Life insurance in action. A. D. Lynn. *Spectator* (Life ed) 154:20-3+ J1 '46

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Million dollar round table list. *Nat Underw* (Life ed) 50:11+ Ag 23 '46

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Practical prestige builders. L. Sinton. *il Spectator* (Life ed) 153:12-15+ Je '46

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Would put all agents under Social security. J. C. Benson. *East Underw* 47:9 Ap 12 '46

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*See also*  
Insurance, Life—Trust companies—  
Prospects Life underwriters' cooperation

*also* Life underwriters association of the city of New York; National association of life underwriters

**Approach**

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Deflation proof selling. H. C. Rose. *East Underw* 47:14 Je 7 '46

\$8,000 a year from four interviews a week. D. H. Stimpson. *Spectator* (Life ed) 153:6-8+ D '46

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New sales twists on old principles. V. J. Johntry; C. B. Wilkinson. *Nat Underw* (Life ed) 50:10 N 8 '46

Retirement income sales talk. G. W. Isgrig. *Spectator* (Life ed) 153:12-15 My '46

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**Commissions**

Agency compensation questions. E. M. McConney and R. C. Guest. *Nat Underw* (Life ed) 49:2+ N 16 '46; *Abstract*. *East Underw* 46:10+ N 16 '46; *Excerpts* (Agent's pay). *Life Ins Courant* 51:18-21 Ja '46

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Management responsible for agents' income. L. S. Morrison; *abstracts*. *Nat Underw* (Life ed) 49:4 N 9 '46; *East Underw* 46:9 N 23 '46

Mutual Benefit's new compensation and pension plans. *East Underw* 47:4 O 18 '46; *Nat Underw* (Life ed) 50:1+ O 18 '46

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*See also*  
Insurance, Industrial Insurance, Life—  
—Agents—Salaries Agents—Salaries  
and commissions

**Company relations**

Agent asks selection men for quicker underwriting decisions, more sympathy. D. S. Walker. *Nat Underw* (Life ed) 49:4 N 23 '46; *Same cond*. *Weekly Underw* 153:1226 N 24 '46

Company policies must be clearly defined. B. N. Woodson. *Nat Underw* (Life ed) 50:4 S 27 '46



**INSURANCE, Life—Agents—Company relations—Continued**

Job satisfaction survey yields dividends; agents satisfied with Nylc pay program. D. Dowell. Weekly Underw 153:1234-5 N 24 '45  
 Mail plans unearth thousands of leads for insurance men. Sales Management 56:74 F 15 '46  
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 Missouri association of life underwriters annual meeting, St. Louis. Nat Underw (Life ed) 50:4 My 31 '46  
 New York state association of life underwriters annual meeting, Syracuse. Nat Underw (Life ed) 50:3+ My 17 '46  
 Ohio association of life underwriters annual meeting, Cincinnati. Nat Underw (Life ed) 50:1+ My 17 '46  
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**Legal status**

Agent's earnings disqualify him for SS benefits; held employe and not independent contractor. Nat Underw (Life ed) 50:2 Ja 11 '46  
 NLRB complaint terms ordinary agent employe; Phoenix Mutual charged with unfair labor practice. Nat Underw (Life ed) 50:3+ Je 28 '46  
 Position of commission agent outlined in NALU social security report. East Underw 47:3+ S 20 '46; Nat Underw (Life ed) Daily ed 50:10+ S 11 '46

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Check list of holiday sales letter ideas. H. D. Shaw. Nat Underw (Life ed) 49:31 N 16 '46  
 Debate on gifts with direct mail. J. H. Rader and others. East Underw 46:15 N 23 '45  
 Definite prospect system results in better business; direct mail methods. F. H. White. Nat Underw (Life ed) Daily ed 50:7+ S 13 '46  
 Making direct mail click. G. E. Speakman. East Underw 47:4 JI 5 '46

**Pensions**

Connecticut General's new field benefit program. J. L. Cole. East Underw 47:10 My 17 '46  
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**Reemployment**

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 Nearly 50,000 veterans now in life insurance. Weekly Underw 155:278 Ag 3 '46; Same cond. Nat Underw (Life ed) 50:9 Ag 2 '46  
 New York Life veteran agents set records. Weekly Underw 154:723 Mr 16 '46; Same cond. Nat Underw (Life ed) 50:11 Mr 15 '46  
 30,000 veterans work in life insurance now. Weekly Underw 154:842 Mr 30 '46; Same cond. Nat Underw (Life ed) 50:9 Mr 29 '46  
 Veteran returns to Metropolitan. E. J. Nofer, jr. Life Ins Courant 51:112-15 Mr '46

**Salaries**

Agents' salary plan of Home life of New York. Nat Underw (Life ed) 50:23 Mr 29 '46

Base salary plan receiving wide attention now; companies and veterans shop before making connections. Nat Underw (Life ed) 50:3 Ja 4 '46  
 Developing plans for agents salaries. L. S. Morrison. Weekly Underw 153:1176 N 17 '45  
 Incentive salary plan successful at Home Life. Weekly Underw 155:820 O 5 '46  
 Retroactive pay not barred by sections of N.Y. state law; union agents test law. East Underw 47:1+ Ag 9 '46

**Sales conventions**

Aetna Life conventions of Regionnaires, Mackinac Island, Mich.; Bretton Woods, N.H. East Underw 47:1+ JI 5; 3 JI 12 '46  
 Chicago congress colorful blend of fact, inspiration. Nat Underw (Life ed) 50:1+ My 3 '46  
 Columbus congress develops wealth of material. Nat Underw (Life ed) 50:11 My 3 '46  
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 General agency leaders of John Hancock, meeting, Swampscott, Mass. East Underw 47:1+ S 20 '46; Nat Underw (Life ed) 50:6+ S 20 '46  
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 Illinois producers tell how they get business; Life underwriters association of Peoria. Nat Underw (Life ed) 49:23 N 23 '45  
 John Hancock district agency leaders meet at Swampscott, Mass. East Underw 47:10 O 18 '46; Nat Underw (Life ed) 50:4 O 18 '46  
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 Mutual Benefit Life national field convention, Chicago. East Underw 47:3-4 O 18 '46; Nat Underw (Life ed) 50:3+ O 18 '46  
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 N.A.L.U. mid-year sales congress affords agents' top fare. Nat Underw (Life ed) 50:8+ Mr 22 '46  
 New England sales Congress, Boston, March 21. East Underw 47:3+ Mr 29 '46  
 New sales slants given at Connecticut meeting. Nat Underw (Life ed) 50:2+ Ap 26 '46  
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 Northwestern Mutual fieldmen hold annual meeting at Milwaukee. East Underw 47:3-4+ JI 26 '46; Nat Underw (Life ed) 50:3 JI 26 '46  
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 Sales ideas plentiful at Detroit sales congress. Nat Underw (Life ed) 50:12-13 Ap 5 '46  
 Selling in America is best, theme of Peoria congress. Nat Underw (Life ed) 50:9 N 8 '46  
 Wisconsin congress sales talks prove of practical value. Nat Underw (Life ed) 50:8 My 31 '46

**Selection**

Advocates that insurers make market analysis; wants determination of number of agents needed in each locality. C. D. Connell. Nat Underw (Life ed) 50:1+ F 8 '46  
 Agencies build strength through strict selection. Nat Underw (Life ed) 50:13 O 4 '46  
 Agencies recruit older salesmen. Nat Underw (Life ed) 50:8 Ap 5 '46

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- Base salary plan receiving wide attention now; companies and veterans shop before making connections. Nat Underw (Life ed) 50:3 Ja 4 '46
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- How Northwestern Mutual recruits salesmen by direct mail. Sales Management 56:106+ My 20 '46
- Problems posed for companies in post-war. C. B. Reeves. East Underw 46:15 N 23 '45
- Psychological research helps in picking men; Home Life study. Nat Underw (Life ed) 49:1+ N 9 '45
- Rebuilding of manpower is big task ahead. J. E. Schofield. Nat Underw (Life ed) 49:10 N 16 '45
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- 64 C-3 ships come into marine insurance market, Nat Underw 50:7 Ag 29 '46
- State department causes change in hull insurance rules; sale of merchant ships to foreign purchasers on credit, Nat Underw 50:2 O 17 '46
- Surplus ship sales have estimated \$12 million premiums, Nat Underw 50:8 O 31 '46
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also International marine insurance union

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- Court of appeal affirms decision in Priam case, Weekly Underw 155:148 J1 20 '46
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Insurance, Marine—  
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Ocean cargo insurance basic policy, with import-export endorsements. Rough Notes 85:65-6 D '45

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London rate cuts peril U.S. profit on ocean marine. Nat Underw 50:3 Je 27 '46

Seek marine rate cut for radar on merchant ships; owners point to reduction of collision hazard to result. Nat Underw 50:3 Ji 11 '46

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All merchant ships will be radar equipped within ten years; effects on insurance. A. Barnes and others. Weekly Underw 155:144 Ji 20 '46

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Port theft group engages full-time investigators to fight cargo losses. Nat Underw 50:3 O 10 '46

Waterfront theft loss \$1,500,000 in one year; Bureau for suppression of theft and pilferage in New York. Weekly Underw 154:1011+ Ap 20 '46

## War risks

Cargo war risk cover rises; mines take 33 ships since war end; civil strife a factor. Nat Underw 50:3 Mr 7 '46

Cargo war risks rates reduced. Weekly Underw 154:165 Ja 12 '46

Ocean cargo war risk insurance policy. Rough Notes 89:61 Ja '46

Values insured under war risk cover exceed those during war. Nat Underw 50:29 N 7 '46

## France

French authorities seek national marine market. Weekly Underw 153:1338 D 8 '45

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Address at annual meeting of Institute of London underwriters. C. E. P. Taylor. Weekly Underw 154:448+ F 16 '46; Summary. Economist 150:190 F 2 '46

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British marine insurance, under new bill, may now come under 1909 act. Weekly Underw 153:1402+ D 15 '45

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Value of keeping accurate underwriting statistics again being urged. Weekly Underw 153:1082-3 N 10 '45

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Greek insurance indemnities for lost vessels. For Comm W 23:43 My 11 '46

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Passage expected of marine insurance bill by Ontario legislature. East Underw 47:1+ Mr 29 '46

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Aims of medical insurance; competition between non-profit plans and insurance is healthful and should be friendly. L. H. Pink. East Underw 47:32, 35 Je 7 '46

Athletic team cover popular. Nat Underw 50:28 O 3 '46; Same. Nat Underw (Life ed) 50:20 O 4 '46

California plan for medical, hospital cover. Nat Underw 50:61 S 26 '46; Same. Nat Underw (Life ed) 50:16 S 27 '46

Continental sports policies cover 14 team activities. Nat Underw 50:23 Je 20 '46

Cooperative plans reviewed at medical session; hope is expressed that they can forestall compulsory bills; abstracts. H. R. Gordon and others. Nat Underw (H. & A. conference no) 50:7+ My 24 '46; East Underw 47:27+ My 31 '46

Feature blanket accident policies to protect amateur sports teams; medical reimbursement coverages. East Underw 47:27 Ag 23 '46

Five companies offer low-cost medical plan in California. East Underw 47:36 Ap 26 '46; Same cond. Nat Underw 50:19 Ap 25 '46; Same cond. Nat Underw (Life ed) 50:1 Ap 26 '46

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John Hancock now writing medical expense insurance. East Underw 47:3 Ag 9 '46; Nat Underw (Life ed) 50:16 Ag 9 '46

Launch Indiana medical co.; Mutual medical insurance, inc. East Underw 47:30 Ag 30 '46

Medical care insurance expansion predicted. H. R. Gordon. Weekly Underw 155:559 S 7 '46

Organize new carrier as answer to Wagner-Murray-Dingell bill; InsurOmedic life insurance co. Weekly Underw 154:1232 My 11 '46; East Underw 47:44 My 10 '46

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Advertisement advises veterans to hold NSLI; appears in 300 newspapers. East Underw 47:11 Ji 12 '46

Advises veterans on National Service Life. A. Mosby. Weekly Underw 154:16 sec 2 My 11 '46

Asks Congress to liberalize provisions of NSL. O. N. Bradley. Nat Underw (Life ed) 50:7 Mr 8 '46

Bill liberalizing NSLI provisions becomes law. Nat Underw (Life ed) 50:1 Ag 9 '46; East Underw 47:8 Ag 16 '46; Weekly Underw 155:339+ Ag 10 '46

Burden of helping conserve NSLI falls hard on debit men. C. W. Cox. Nat Underw (Life ed) 50:10 Mr 15 '46

Call-me-mister boys; advice on G.I. life insurance. M. L. Lane. Rough Notes 89:40-2 Ap '46

Commissioner Duel of Wisconsin on warpath against NSLI twisters. Nat Underw (Life ed) 50:2 Mr 1 '46

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Continuous decline in NSLI coverage concern to nation. A. E. Patterson. East Underw 47:1+ Ap 19 '46

Contributes billboards to NSLI cause; Provident Life & Accident uses outdoor advertising. Nat Underw (Life ed) 50:5 O 11 '46

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Government life insurance of discharged veterans, A. E. Patterson, East Underw 47:6 Ja 25 '46; Same cond. Nat Underw (Life ed) 50:11 Ja 25 '46

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National service life insurance raises its sights, V. W. Summers, East Underw 47:82-3 pt 2 O 4 '46

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Pleads for better NSLI conservation, C. J. Zimmerman, Nat Underw (Life ed) 50:12 F 22 '46

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Service to veterans on NSLI also beneficial to agents; Chicago seminar, D. F. Barnes and others, Nat Underw (Life ed) 49:24+ N 23 '45

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That NSLI policy, C. A. Zoller, jr. Nat Underw (Life ed) 50:7 S 27 '46

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Why veterans dropped so much of their GI insurance, A. E. Patterson, East Underw 47:8 O 11 '46

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Side agreement on NSLI proceeds held valid, Nat Underw (Life ed) 50:7 My 3 '46

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Plan to insure payments of mortgages if mortgagor is unemployed, Nat Underw 49:25 N 29 '45; Same, Nat Underw (Life ed) 49:4 N 30 '45

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Funeral directors and cemetery malpractice liability, East Underw 47:38 Je 7 '46

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Boat and yacht insurance, B. G. Brown and others, il Rough Notes 89:21-6+ Je '46

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Yacht and motorboat insurance season under way, R. B. Mulholland; C. W. Hobbs, East Underw 47:21+ Je 14 '46

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Reconversion in field of automobile bodily injury and property damage, W. H. Brewster, Weekly Underw 154:1022+ Ap 20 '46

Seek to change commercial car classification plan in New York, Nat Underw 50:26 Ja 31 '46

Truck group counsels against shopping around; session at Chicago, Nat Underw 50:17+ Ag 15 '46

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Actual cash values recoverable on tractor, trailer collision loss, East Underw 47:26 J 19 '46

Truck driver insured under omnibus clause though permitting hitch-hiker to ride in violation of rules of employer, Weekly Underw 155:459 Ag 24 '46

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Cargo hijackings are worry to management, W. W. Clement, Weekly Underw 155:198 J 27 '46

Fear N.Y. strike will ruin more trucking lines; would add liability under ICC endorsements to already bad record, Nat Underw 50:1 O 10 '46

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Trucker's coverage is not enough, buyers are told. J. Rogers, jr. Nat Underw 50:6 My 30 '46

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Mutual leader optimistic that problems facing business will be solved. H. G. Kemper. Weekly Underw 154:170+ Ja 12 '46

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South Carolina mill fire loss estimated at 3 to 4 millions; may prove largest ever incurred by factory mutual system. East Underw 47:1+ Ag 9 '46

Voids contracts of mutuals as ultra vires; Erie, Pa. school district hit; insurers exceeded charter powers. Nat Underw 49:3 N 15 '45

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**INSURANCE, Partnership. See Insurance, Business—Partnership interest****INSURANCE, Plate glass**

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Needs for products liability insurance. J. M. Downey. East Underw 47:31 Je 28 '46

**Completed operations coverage**

Completed operations and products liability soon to present excellent field. S. B. Mason. Nat Underw 50:26 Ja 31 '46

**INSURANCE, Public liability. See Insurance, Liability****INSURANCE, Radio maintenance**

New type of radio insurance sold in Vancouver, B.C.; created in radio repair shop; provides maintenance service on annual fee basis. East Underw 47:28 Ja 25 '46

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Outside event rain cover sales boom. Nat Underw 50:16 O 24 '46

Pin-pointing the weather. A. Haden. map Spectator (Property ed) 12:15+ O 24 '46

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Fight new move in Massachusetts to license reciprocals. Nat Underw 50:10 F 21 '46

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Emphasize registered mail insurance now; abstracts. W. A. Schroder, Spectator (Property ed) 11:30-1 Je 27 '46; East Underw 47:26 S 6 '46  
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Rent, leasehold interest, U.&O. lines readily sold now. G. H. Martin, East Underw 47:21+ O 25 '46

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**INSURANCE, Riot and civil commotion****Strike coverage**

Strikes! strikes! strikes! how to cover this hazard; riot and civil commotion policy compared with extended coverage. Rough Notes 89:18+ Ja '46

**INSURANCE, Robbery.** See Insurance, Burglary; Insurance, Theft

**INSURANCE, Self.** See Insurance, Fire—Self insurance; Insurance, Workmen's compensation—Self insurance

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Social security legislation in Italy, 1945-46. Mo Labor R 62:925-7 Je '46

**United States**

Actuaries discuss what to do about social insurance; present plan liberal in future but too scanty now; abstracts. W. R. Williamson and others. Nat Underw (Life ed) 50:1+ My 31 '46; East Underw 47:13+ My 24 '46

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Life insurance has day at House SS hearing; Linton and Benson appear before Ways and means group. Nat Underw (Life ed) 50:1 Ap 5; 4-+ Ap 12 '46; East Underw 47:1+ Ap 5 '46; Weekly Underw 154:906 Ap 6 '46

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Taft substitute for Wagner-Murray-Dingell bill would aid medical plans. Nat Underw 50:19 My 9 '46; Same. Nat Underw (Life ed) 50:1 My 10 '46

Truman repeats social security recommendations in his annual message. Nat Underw 50:16 Ja 24 '46; Same. Nat Underw (Life ed) 50:7 Ja 25 '46

Truman signs bill continuing security tax at 1%; changes in law. Comm & Fin Chr 164:1066 Ag 22 '46

Would put all agents under Social security. J. C. Benson. East Underw 47:9 Ap 12 '46

*See also*

Social security board

**INSURANCE, Soldiers' and sailors'. See Insurance, Military and naval service**

**INSURANCE, Sprinkler leakage**

New sprinkler leakage policy, form E. Spectator (Property ed) 11:24 Ja 24 '46

Rate cuts urged for explosion and sprinkler leakage by New York department. Nat Underw 50:4+ My 9 '46

Sprinkler leakage conference issues bulletin no. 2 and manual changes. East Underw 47:17 Ag 16 '46; Same. Weekly Underw 155:362+ Ag 17 '46

Sprinkler leakage policy. Rough Notes 89: 73-4 Mr '46

Sprinkler leakage policy is revised. East Underw 46:20+ D 21 '45; Nat Underw 49:4+ D 20 '45

Uninsured sprinkler hazards may lead to severe losses in profits. East Underw 47: 29 Mr 29 '46

**INSURANCE, State**

Canada's high subsidy of government annuities fails to take account of current interest yields or expense loading. R. L. Foster. East Underw 47:3+ Je 7 '46

Covers public institutions; Saskatchewan government insurance office demands insurance with grants. East Underw 47:25 Ag 9 '46

Find touch of blue sky in Federal reserve board's war bond-insurance idea. Nat Underw (Life ed) 50:1 Mr 1 '46

Government threats cannot be ignored; business must change to meet them. A. B. Kelly. Nat Underw 50:5 O 17 '46

Let's take the offensive; encroachment of government into field of life insurance. P. B. McHaney. Spectator (Life ed) 154:17-19+ J1 '46

Sale of annuities by Treasury suggested in Federal reserve study. East Underw 47:5 Mr 1 '46

Saskatchewan insurance office forces rates down; government plan assailed. East Underw 47:18 Ag 2 '46

*See also*

Insurance, Health  
—Rhode Island  
Insurance, Military  
and naval service

Insurance, Social  
Insurance, Unem-  
ployment  
War damage cor-  
poration

**INSURANCE, Surety and fidelity**

Bond covers most of girl cashier's \$12,819 embezzlement. Nat Underw 50:18 Ag 29 '46

Bond men should caution banks on service contracts. Nat Underw 50:34-5 Mr 28 '46

Corporate suretyship geared for reconversion. E. V. Roth. East Underw 47:41 Mr 15 '46

Examination questions and answers in bond course of Educational division. N.A.I.A. Weekly Underw 154:154+ Ja 12 '46; Same. Spectator (Property ed) 11:24-6 Ja 24 '46

Fidelity bonds covering plastic industry. V. Cullen. Weekly Underw 155:761-2 S 28 '46

Fidelity, surety '46 outlook. H. E. Moore. Nat Underw 50:20 F 21 '46

How to combat underinsurance in dishonesty line. R. S. Holmes. Nat Underw 50:20 My 9 '46

Inventory shortage claims present difficult problem. G. C. Bunge. Nat Underw 49:24+ D 20 '45

Leaders in casualty-surety field forecast little profit for 1946. J. S. Daniel. East Underw 47:28-9+ Ag 16 '46

Liability under fidelity bonds for losses caused to outsiders. T. H. Blvin. Weekly Underw 154:1565 Je 15 '46

More research needed in the bond business. D. Quinn. East Underw 47:5+ pt 2 Je 28 '46

New public relations plan in surety field. D. Porter. East Underw 47:44 My 17 '46

New Treasury list of surety qualifying limits. April 1946 and comparisons. Nat Underw 50: 31 My 16 '46

Premiums await insurance field as fraud boom result. Nat Underw 50:25 Ap 11 '46

Producers should make surveys now on modern dishonesty bond market. J. F. Eierman. East Underw 47:32+ pt 2 Je 28 '46

Seek bonds to protect motion picture distributors against loss on 'percentage' pictures. Weekly Underw 154:629 Mr 9 '46; Nat Underw 50:39 Mr 7 '46

Surety companies did good wartime job. A. F. Laffrentz. Weekly Underw 154:72+ Ja 5 '46

Treasury department issues semi-annual list of acceptable sureties on federal bonds; figures for Oct. 1946; tabulation by states. East Underw 47:32 N 8 '46

Treasury shows sureties' new qualifying powers; figures for Oct. 1945, April 1946 and Oct. 1946; tabulation by companies. Nat Underw 50:31 N 7 '46

U.S. Treasury department issues new list of surety company writing powers as of April 1946; tabulation by states. East Underw 47: 35+ My 24 '46

Urges higher bond limits; abstracts. G. H. Fox. Nat Underw 50:22 S 19 '46; Weekly Underw 155:752 S 28 '46

Urges producers to sell adequate dishonesty protection. J. F. Eierman. East Underw 47: 27 Ag 30 '46

*See also*

Bankers' blanket  
bond

Surety association  
of America

Insurance, Forgery

**Adjustment of claims**

Bank not precluded from recovery on surety bond despite non-compliance with terms of bond. Banking Law J 63:776-9 O '46

Law of larceny. E. W. Fields. Weekly Underw 155:214-16, 390-1 J1 27, Ag 17 '46; Same cond. Nat Underw 50:18+ Je 27 '46

Public relations and claim men. M. W. Lewis. Weekly Underw 153:1094 N 10 '45

Salesman absconds; cover not terminated by earlier overdraft of commissions; blanket position bond. Nat Underw 50:38 N 7 '46

**Contract bonds**

American Surety loses bankruptcy issue in U.S. high court; claims of unpaid material men take precedence over company's subrogation. Nat Underw 50:14 F 28 '46

Contract bond underwriting today and in future. C. C. Conlon. East Underw 47:27+ F 8 '46

Contractors' assn. director sees big future for bonds. C. Emerson. Nat Underw 49:25 N 8 '45

Cost-plus-fixed-fee (other than U.S.) bond rate set. Nat Underw 50:17 Ja 17 '46

Difficult public relations job to be faced when construction opens up. J. C. Brodsky. East Underw 47:12+ pt 2 Je 28 '46

Financial report of contractor not conclusive. G. Kiddoo. Nat Underw 50:31 Je 13 '46

Free riding in contract bond field is resented; architects make uncompensated use of judgment and knowledge of surety companies. Nat Underw 50:24 F 7 '46

Intensive sales program needed to develop private construction field. A. M. Clark. East Underw 47:12 pt 2 Je 28 '46

Latest in bonds for the new builder; performance and payment. Spectator (Property ed) 12:32-3 S 26 '46

Many opportunities now exist to develop contract bond business. J. A. Swearingen. East Underw 47:30 Je 28 '46

Performance bonds on city contracts fought in New York. Nat Underw 50:20 Ap 4 '46

**INSURANCE, Surety, and fidelity—Contract bonds—Continued**

Raise price issue on construction suspended by war; sureties intensely interested in question arising in Chicago. Nat Underw 50:19 JI 18 '46

Standard Accident features contract bonds as opportunity for lucrative business. East Underw 47:34 Ja 25 '46

Story of the big Shasta dam; twenty-two surety companies played important role in construction project. G. L. Stevick, II East Underw 46:82+ D 14 '45

Sureties now make bid to bond private building; new performance and payment bonds designed to win converts. A. Foster, Jr. Nat Underw 50:17+ Ag 15 '46; Excerpts. Weekly Underw 155:386 Ag 17 '46

Urges more agents to go after contract bonds. P. A. Dow. Nat Underw 50:59+ S 26 '46

War rates for U.S. bonds withdrawn; many reductions. Nat Underw 50:31+ My 16 '46

**Customs bonds**

License, permit and custom house bond claims. C. C. Leary. Weekly Underw 154: 275-6 Ja 26 '46

**Finance**

Aggregates of stock casualty, surety and miscellaneous companies and of mutual casualty companies for 1945; with underwriting and investment profit and loss exhibit; tables. Spectator (Property ed) 12:30-2+ O 10 '46

Country-wide underwriting results 1941-45 of companies licensed in New York state; tabulations. East Underw 47:6-7+, 10+ pt 2 Je 28 '46

Fidelity and surety 1945 record of companies licensed in New York; tabulations. Nat Underw 50:19-20 JI 18 '46

Fidelity experience results for 1945 are distorted; net premiums written swollen by introduction of term plan. Nat Underw 50:19 Ja 10 '46

New Jersey casualty-surety writings during 1945. East Underw 47:34-6+ Mr 29 '46

1945 casualty-surety results of all companies for New York state; tabulation. East Underw 47:14+ pt 2 Je 28 '46; Correction. 47:34 JI 19 '46

1945 premiums and losses by states; casualty, surety and miscellaneous lines; tabulations. Spectator (Property ed) 12:19-13 S 12 '46

Underwriting and investment profits and losses in 1944; 100 leading stock casualty and surety companies; tabulation. Spectator (Property ed) 11:28-9 N 22 '45

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1935-1944; tabulation. Spectator (Property ed) 11:16-17 D 20 '45

Underwriting and investment profits and losses of 100 leading stock casualty, surety and miscellaneous companies for 1945, and for the decade 1936-1945; tabulations. Spectator (Property ed) 11:10+ Je 13 '46

**Guardian bonds**

Termination of surety's liability on guardian's bond. O. R. U. del Giudice. Weekly Underw 155:1012-14, 1253-5, 1309-10 O 26, N 23-30 '46

**License and permit bonds**

License, permit and custom house bond claims. C. C. Leary. Weekly Underw 154: 275-6 Ja 26 '46

New license permit bond rates in N.Y. Nat Underw 50:3 Je 20 '46

**Losses**

Embezzlement loss of million is uncovered in N.Y.; Mergenthaler Linotype co. Nat Underw 50:31+ N 7 '46

Fidelity and surety losses going through unusual time. Nat Underw 50:28-9 F 14 '46

Fidelity losses on increase, sharp rise expected soon; war conditions and contract cancellation are principal reasons for claims. Nat Underw 49:21 N 29 '45

Thefts of scarce goods boosting fidelity losses. Nat Underw 50:21 O 24 '46

**Lost security bonds**

Lost instrument surety bond. Rough Notes 89:70 My '46

**Policies**

Bring out special bond form for small loan firms. Nat Underw 50:22 Ag 1 '46

Chicagoans seek more expeditious handling of 3D plan; surety men name committee to promote simplification of mechanics. Nat Underw 50:23+ F 7 '46

Comprehensive dishonesty protection. R. S. Goldkamp. Rough Notes 89:30+ JI '46

Dishonesty, disappearance and destruction cover. Spectator (Property ed) 11:38-9 Mr 14 '46

Features of 3-D policy. R. S. Holmes. East Underw 47:38+ My 10 '46

Some sales features of 3-D policy. E. H. Kingsbury. Nat Underw 50:11 Ag 1 '46

Triple D package policy. Spectator (Property ed) 12:30-1 JI 25 '46

What's in CDDD prize package. F. G. Packwood and others. Rough Notes 88:19-24 N '45

**Preventive work**

Loss prevention as applied to fidelity and surety business. A. F. Lafrentz. Weekly Underw 154:1436-7, 1492-3 Je 1-8 '46; Excerpts. East Underw 47:33 Je 7 '46; Nat Underw 50:17, 25 My 30 '46

**Public officials bonds**

Corporate bonds urged for state officials in Tennessee. Weekly Underw 153:1218 N 24 '45

Official bonds. P. P. Laing. Weekly Underw 155:494-6, 693-4, 804-5 Ag 31, S 21, O 5 '46

Sureties' woes on bond termination. T. L. Sedwick. Nat Underw 50:20 O 31 '46

**Rates**

Commissioners debate casualty-surety bill. East Underw 46:34 D 7 '45

Insurance department calls for lower N.Y. bond rates, scores practices. Nat Underw 49:36 D 6 '45; East Underw 46:38 D 7 '45

Text of casualty-surety regulatory bill of all-industry committee. East Underw 47:28-9+ Ja 11 '46; Same. Spectator (Property ed) 11: 18-20+ Ja 10 '46; Same abr. Nat Underw 50:19+ Ja 3 '46

Townet rating bureau draws N.Y. examiner's fire. H. A. Kahn. Nat Underw 49:21+ D 13 '45; Excerpts. East Underw 46:101 D 14 '45

**INSURANCE, Theft**

Compare PPF residence burglary. J. James; W. V. Drew. Nat Underw 50:21 O 10 '46

Expect mysterious disappearance clause to stay. Nat Underw 50:24 O 3 '46

Family theft policy changes; NAIA committee favors mysterious disappearance elimination. East Underw 47:42 S 27 '46; Weekly Underw 155:760 S 28 '46

Indemnity of North America reforms theft cover; holds rates. Nat Underw 50:16 Ag 29 '46; East Underw 47:25 Ag 30 '46

Losses continue to climb on residence cover. Nat Underw 50:18 JI 11 '46

New business from old customers; selling residence and outside theft. A. L. McMullen. Rough Notes 89:22-3 Ja '46

New personal theft policy announced by North America companies for Canadian usage. East Underw 47:34 Ja 4 '46

New rate plan for burglary coverage; would reduce inside, increase outside rate, and separate the two losses cause concern. East Underw 47:28 JI 26 '46

New rates for outside theft called too high; abstracts. A. H. Criddle. East Underw 47:50 S 13 '46; Nat Underw 50:38 S 12 '46

Personal theft policy changed by Indemnity insurance co. of North America. Weekly Underw 155:548 S 7 '46

Residence and outside theft; losses show need for higher values. Rough Notes 89:24 Ja '46

Residence and outside theft policy. L. R. Christman, II Rough Notes 89:19-21+ Ja '46

Residence and outside theft policy; questions and answers. Spectator (Property ed) 12: 36-7 S 12 '46

Residence-outside theft policy a good buy. G. R. Holden, Jr. Nat Underw 50:19 Je 20 '46

Residence theft premiums raised \$3 per policy. Nat Underw 50:13 F 28 '46

**INSURANCE, Theft—Continued**

Residence theft rates are now increased; premises and off premises cover separated; new rules on specific cover. Nat Underw 50:15+ Ag 22 '46; Same abr. Weekly Underw 155:443 Ag 24 '46; Same abr. East Underw 47:26+ Ag 16 '46

Residence theft rates going up; separation of premises and off premises cover likely countrywide. Nat Underw 50:17 Ag 1 '46

Residence theft rates still poser. Nat Underw 50:26 Mr 7 '46

Suspend burglary warranties in N.Y. on brokers' protest; National bureau withdraws loss, declination statement requirement. Nat Underw 50:25 O 10 '46

Theft insurance rates increased in New York. East Underw 47:25 Ag 30 '46; Same. Weekly Underw 155:488 Ag 31 '46; Same cond. Nat Underw 50:17 Ag 29 '46

Theft rates up in Missouri. East Underw 47:28 Ag 30 '46

Underinsurance is big problem; residence and outside theft policies. J. J. Iago. Rough Notes 89:21-2 Ja '46

**See also**

Insurance, Auto-mobile—Theft claims

Insurance, Burglary

**INSURANCE, Tobacco.** See Insurance, Agricultural; Insurance, Fire—Tobacco risks

**INSURANCE, Tornado**

How to improve the wind record. G. W. Roerink. Nat Underw 50:16 S 12 '46

\$100 mandatory wind deductible ordered in Texas; remedy applied in lieu of rate increase. Nat Underw 50:1 S 5 '46; Same. East Underw 47:16 S 6 '46

Windstorm body told to revise certain practices; N.Y. Department releases report on Eastern tornado association. Nat Underw 50:3+ Ja 3 '46

**Adjustment of claims**

Adjustment of windstorm losses. R. G. Bachman. Weekly Underw 154:569-70+, 879-81; 1418-20; 155:24-6, 112-14+ Mr 2, Ap 6, Je 1, Ji 6-13 '46

Insured recovers as wind loss for damage done by flood; Pennsylvania Fire vs. Sikes. Nat Underw 50:4 My 9 '46

Texas trial court definition of windstorm upheld on appeal. East Underw 47:24 Ji 12 '46

Windstorm damage; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:34-6 Ji 11 '46

**Losses**

Gloom hits Texas in wake of May winds; Midwest hail and wind losses high. Nat Underw 50:4 Je 6 '46

Heavy flood, wind losses in Missouri and Illinois. Weekly Underw 155:526 S 7 '46

Minnesota tornado does \$1 million damage in 2 towns. Nat Underw 50:2 Ag 22 '46

**Rates**

Mandatory wind deductible may be Texas solution; public hearing brings out sharp differences as to remedies. Nat Underw 50:1+ Ag 8 '46; Same abr. Weekly Underw 155:297+ Ag 10 '46

Proposals submitted to solve Texas windstorm writing situation. K. Murchison. Weekly Underw 155:392 Ag 17 '46; Same abr. East Underw 47:26 Ag 9 '46

Texas meet to juggle storm rate hot potato. Nat Underw 50:1 Ji 18 '46

Texas board considers rates for windstorm. East Underw 47:17 Ag 2 '46

Wind rates higher than extended coverage in Indiana. Nat Underw 50:1 F 28 '46

**INSURANCE, Tourist baggage**

Arkansas baggage floater case of interest. Nat Underw 50:21 F 14 '46

**INSURANCE, Tuition fees.** See Insurance, Use and occupancy—Tuition fee coverage**INSURANCE, Turkeys**

Talking turkey insurance. E. A. Bystrom. il Rough Notes 89:34+ Mr '46

**INSURANCE, Unemployment**

Labor disputes and unemployment insurance. Management R 35:395-7 S '46

Pressure on idlers. Bsns W p26+ S 21 '46

SS bill provides nest egg for state cash sickness plans; eight states could recover many millions paid as unemployment taxes. Nat Underw 50:17 Ag 8 '46; Same abr. Nat Underw (Life ed) 50:3+ Ag 9 '46

**Finance**

Liberalizing trend threatens state unemployment reserves. B. Jones. Barron's 26:9 F 11 '46

State unemployment insurance taxes; controllable element of cost. B. W. Roberts. N A C A Bul 27:966-78 Je 1 '46

**Belgium**

Unemployment assistance and retraining program in Belgium. Mo Labor R 61:949-52 N '45

**California**

Unemployment compensation plan held inefficient in California. Steel 119:90 Ji 15 '46

**Disability benefits**

California plan is illuminated; questions on unemployment compensation disability procedure. P. Merrick. Nat Underw 50:20+ Je 20 '46; Same. Nat Underw (Life ed) 50:3 Je 28 '46

Cash disability benefits in California. H. D. Stecker. Mo Labor R 63:236-42 Ag '46

Dual payments are outlawed under California disability plan. Nat Underw 50:28 O 10 '46; Same. Nat Underw (Life ed) 50:3 O 11 '46

Shelley bill in California would establish system of disability benefit payments within the unemployment insurance act. Weekly Underw 154:197+ Ja 19 '46

**See also**

Insurance, Health—California

**Michigan**

When is a striker? Bsns W p106+ Mr 23 '46

**New York (state)**

Protection of veterans' unemployment benefits during work stoppages in New York. Mo Labor R 62:758 My '46

**United States**

Joint control; states to determine workers benefits, but U.S. controls pursestrings. Bsns W p104+ O 5 '46

Strike subsidies? New York City's agreement to aid men voluntarily idle. Bsns W p63-4+ F 9 '46; Same. Factory Management 104:292+ Mr '46

Veteran unemployment insurance; government gives self-employed veterans a helping hand during first few months. H. J. Ashe. Inland Ptr 116:67-8 O '45

**INSURANCE, Use and occupancy**

After the fire, could you re-open? il Rough Notes 89:24 F '46

Agents pick flaws in new U. & O. plans at Chicago conference. Nat Underw 50:2 Je 27 '46

Back door is always open; tell mercantile and manufacturing prospects about business interruption insurance. E. L. Man. Rough Notes 89:22-3 F '46

Blanket U. & O. rule in Middle West drawing criticism. Nat Underw 50:2 F 28 '46

Broad market for use and occupancy in postwar years. East Underw 46:1+ D 14 '45

Business interruption form C, gross earnings (contribution) form for manufacturing or mining risks; for use with fire or windstorm, or combined fire and windstorm policies. Rough Notes 89:69 F '46

Business interruption protection should receive greater consideration from producers; Fireman's Fund. Weekly Underw 155:133+ Ji 20 '46

Gross earnings form strongly advocated; problems in the U.&O. field. H. C. Klein. East Underw 47:31+ S 13; 19-20 S 20 '46; Same cond. Nat Underw 50:5+ S 12 '46

Gross earnings manufacturing form on Pacific coast; similar to mercantile form; also approve premium adjustment. Nat Underw 49:4+ N 8 '45



**INSURANCE, Use and occupancy—Continued**  
 How to protect merchants' prospective earnings; business interruption, gross earnings form. C. A. Snow. Rough Notes 89:19-21+ F '46  
 Insurance buyers quiz. H. C. Klein. Spectator (Property ed) 11:30-1 Mr 28 '46  
 Insurance on business profits. M. H. Stans. J Account 82:120-9 Ag '46  
 Interruption cover; abstracts. P. M. Winchester. Weekly Underw 155:720+ S 28 '46; East Underw 47:30-1 S 27 '46  
 Little call for reporting U. & O.; average insured still looks for formula to avoid underinsurance. Nat Underw 50:1 J1 25 '46  
 Local agents neglecting U. & O. and extra expense insurance. A. C. Knox. Weekly Underw 154:306+ F 2 '46  
 Mercantile U. & O. insurance. W. F. Kimball. East Underw 46:61+ D 14 '45  
 Middle West U. & O. forms revised, now generally uniform; per diem forms out, manufacturing gross earnings in. Nat Underw 50:1+ Ja 10 '46  
 New U. & O. form in New England; gross earnings form for manufacturers expected to spread. Nat Underw 49:1 D 27 '45  
 Pacific Board ends 12-month U. & O. shutdown limit. Nat Underw 50:3 F 28 '46  
 Refutes errors in bulletin of National retail dry goods association criticising U.&O. W. F. Kimball. Nat Underw 49:4+ N 15 '45  
 Rent, leasehold interest. U.&O. lines readily sold now. G. H. Martin. East Underw 47:22 O 25 '46  
 Revised dwelling form, new U. & O. forms in Ohio; extended coverage for dwelling risks and several rules changed. Nat Underw 50:3+ F 14 '46  
 Sell the banker first; value of business interruption insurance where prospect contemplates bank loan. W. A. Cavanaugh. Rough Notes 89:23 F '46  
 Under-insurance and material shortages face U. & O. field. East Underw 47:1+ Ap 26 '46  
 U. & O. issue arises again with new building order. Nat Underw 50:4 Ap 11 '46  
 U. & O. line is one lightly sold today. R. E. Farrer. Nat Underw 50:6 Je 20 '46  
 U. & O. losses more uncertain now than in war. A. T. Persson. Nat Underw 50:2+ Je 27 '46  
 U. & O. writing of future. H. C. Klein. Nat Underw 50:5 Mr 14 '46; Excerpts. East Underw 47:25 Mr 15 '46

#### Adjustment of claims

What's new in U & O adjustments? A. T. Persson. Rough Notes 89:17-18 S '46

#### Rates

S.E.U.A. OK's adjustable premium U. & O. form. Nat Underw 49:3 N 8 '45

#### Time element endorsement

Watching time element contracts in certain fields. Nat Underw 50:12 Mr 28 '46

#### Tuition fee coverage

Tuition fees insurance. T. H. Noll. Spectator (Property ed) 11:34-5 N 22 '45

#### INSURANCE, Valuable papers

Safeguarding the records of your client's business. R. A. Algire. Rough Notes 89:18 S '46

#### INSURANCE, War risk

##### See also

Insurance, Life—	Insurance, Military
War risks	and naval service
Insurance, Marine—	War damage cor-
War risks	poration

#### Canada

Canada's war risk insurance office. East Underw 46:59 D 14 '45

#### INSURANCE, Warehousemen's liability

Liability insurance for warehousemen. Spectator (Property ed) 11:28-9 F 14 '46

#### INSURANCE, Wave and tidal water. See Insurance, Fire—Policies—Extended coverage endorsements

INSURANCE, Weather. See Insurance, Hail; Insurance, Rain; Insurance, Tornado

INSURANCE, Windstorm. See Insurance, Tornado

#### INSURANCE, Workmen's compensation

Allied compensation insurance co. formed in Los Angeles. East Underw 46:37 N 9 '45  
 Compensation trends since V-J day. W. A. Sullivan and others. East Underw 47:31 Mr 29 '46; Nat Underw 50:21+ Mr 21 '46  
 Insurers are watching W.C., particularly occupational disease. Nat Underw 50:3 O 24 '46  
 Necessity of increased benefits; criticizes policy of rate reduction. R. Fondiller. Nat Underw 50:13 S 5 '46  
 Outlook in compensation and auto lines. G. Geyer. Nat Underw 50:18+ Ag 29 '46  
 See benefits in coal mine order. Nat Underw 50:18 Ag 29 '46

##### See also

Employers' liability  
 Workmen's compensation

#### Adjustment of claims

Compensation carrier held liable under employer's evidence that payments in amount of wages were mere donations. Weekly Underw 153:1298 D 1 '45  
 Complying employer has no right of appeal from award of Ohio industrial commission. Weekly Underw 155:663-5 S 14 '46  
 Death from heart disease not compensable in absence of proof of accident. Weekly Underw 154:1331 My 18 '46  
 Expediting compensation awards. R. N. Caverly. East Underw 46:30 N 30 '45  
 Inference based on disbelief of testimony of only witness to affray held sufficient to warrant award. Weekly Underw 155:579-81 S 7 '46  
 Over-liberal W.C. decisions peril jobs for impaired. B. E. Kuechle. Nat Underw 50:39 N 7 '45  
 Statutory limitations for reopening compensation cases desirable. H. D. Sayer. East Underw 46:32 N 30 '45  
 Use of movies in combating claims; show workmen still claiming disability but working at other jobs. R. W. Schooley. Nat Underw 50:20 Ja 3 '46  
 Widow's claim barred where silicosis death occurred after expiration of year from last exposure. Weekly Underw 153:1495 D 22 '45

#### Agents

Workmen's compensation sales stressed by American Casualty. East Underw 47:34 J1 5 '46

#### Commissions

N.J. mutual agents want rule amended; ask National Bureau for commissions on assigned compensation risks. East Underw 47:28 J1 19 '46

#### Finance

N.Y. department traces comp results in 1945; with tabulation by company. Nat Underw 50:17+ J1 11 '46  
 35.08% saving for New York insurance group. Sheet Metal Worker 37:47+ F '46

#### Rates

Annual report as National council general manager; abstracts. W. F. Roerber. East Underw 46:81 D 14 '45; Nat Underw 49:21 D 13 '45

Base rates on compensation insurance for construction, April 1, 1946. Eng N 136:607 Ap 18 '46

Compensation rates up 19.9% in New Jersey. East Underw 46:30 N 23 '45

Compensation writers jolted in Minnesota; recommendations of rating bureau turned down by Board. Weekly Underw 154:74 Ja 5 '46

Denies Neel authority to govern excess rates; Indemnity of North America wins; Pennsylvania court holds excess for self-insurer is contract of loss indemnity. East Underw 47:31+ Je 7 '46

Dineen approves new compensation rates for N.Y. East Underw 47:33 Je 28 '46

Effect on rates of reconversion; report of manager of Compensation insurance rating board of New York. H. D. Sayer. East Underw 47:36-7 F 22 '46; Same cond. Nat Underw 50:24 F 7 '46

**INSURANCE, Workmen's compensation—  
Rates—Continued**

Explains application of New York premium discount provisions. H. D. Sayer. East Underw 47:42 My 17 '46

Garrison reserves comp. plan decision on four proposed rating plans for large workmen's compensation risks. East Underw 47:36+ Je 14 '46; Nat Underw 50:26 Je 13 '46

Interprets compensation rate changes in Texas. J. P. Gibbs. East Underw 47:30 Ja 18 '46

Martineau rules in favor of RRC in Darin & Armstrong controversy; comprehensive rating plan involved. East Underw 47:27+ Ja 25 '46

Missouri compensation rates up. East Underw 46:29 D 28 '45

New York dept. report hits retrospective rating plans. Nat Underw 50:17+ Ag 29 '46

North Carolina comp. rates advance. East Underw 47:46 O 11 '46

O.K. interstate writing in Texas; interstate rating is being pondered. Nat Underw 50:25 Ja 10 '46

Pursue payroll limitation quest; N.A.I.C. memorializes industry to find way to avoid swings. Nat Underw 50:19 Je 20 '46

Safety efforts bring reduced compensation rates; Constructors association of western Pennsylvania. Roads & Sts 89:90 Ag '46

**Risks**

Again appeals for disabled; nothing in workmen's compensation policy to hinder employment of veterans who have been hurt in service. J. D. Dorsett. Weekly Underw 155:125+ Jl 20 '46; Excerpts. Nat Underw 50:13 Jl 18 '46

Congressmen impressed by insurer's work; contribution on physically handicapped problem. C. D. Bridges. Nat Underw 49:25+ D 27 '45

Employment of veterans encouraged in Oklahoma. Nat Underw 50:21 Jl 25 '46

Handicapped safety record good; Casualty executives association continues drive to aid injured person. Weekly Underw 155:793+ O 5 '46

Workmen's compensation insurance no job bar to disabled veterans. J. D. Dorsett. Weekly Underw 155:38 Jl 6 '46; Same abr. East Underw 47:32 Jl 12 '46; Nat Underw 50:19 Jl 4 '46

Zurich companies publish declaration of attitude, with respect to employment of disabled. East Underw 47:30 Ja 4 '46; Same. Weekly Underw 153:1407 D 15 '45

**Self insurance**

Advocates stricter standards for self-insurers. C. M. Graham. Nat Underw 50:19 Ja 3 '46

New York can direct self-insurers on compensation excess placing. Spectator (Property ed) 11:18+ Je 13 '46

Self-insurers new comp rules in New York. Nat Underw 50:13 Ag 1 '46

**California**

Garrison reserves comp. plan decision on four proposed rating plans for large workmen's compensation risks. East Underw 47:36+ Je 14 '46; Nat Underw 50:26 Je 13 '46

National Automobile of Los Angeles would lose license for six months; deputy commissioner makes suspension demand. East Underw 47:30 Ja 18 '46

Trends in California workmen's compensation business, 1944-1945; tabulations. Spectator (Property ed) 12:8 Jl 25 '46

**Great Britain**

More insurance anomalies. Economist 150:292 F 23 '46

**Kentucky**

Kentucky coal mine explosion points to need for new compensation law. A. W. Williams. East Underw 47:31 Ja 18 '46

Miners may force Kentucky mines to carry compensation. Nat Underw 50:20 Ja 10 '46

Minor children entitled to compensation as wholly dependent on deceased mother despite father's contribution to their support. Weekly Underw 155:511 Ag 31 '46

**New Jersey**

Compensation rating and inspection bureau annual report; abstract. East Underw 47:34 Je 7 '46

**New York (state)**

Dineen investigates compensation charges; Department receives complaints that payments for medical and laboratory services are made to unauthorized persons. East Underw 47:32 F 22 '46

Domestic servants' insurance offers new market. Weekly Underw 155:271 Ag 3 '46

Minimum salary compensation rule approved by New York department. Weekly Underw 154:1564 Je 15 '46

New York can direct self-insurers on compensation excess placing. Spectator (Property ed) 11:18+ Je 13 '46

New York dept. report hits retrospective rating plans. Nat Underw 50:17+ Ag 29 '46

Report of manager of Compensation insurance rating board of New York. H. D. Sayer. East Underw 47:36-7 F 22 '46; Same cond. Nat Underw 50:24 F 7 '46

Restricted coverage for N.Y. domestic servants. H. D. Sayer. East Underw 47:38 O 25 '46

Seeks to end fund discrimination. J. C. Stott. Weekly Underw 154:251+ Ja 26 '46

State fund director has not kept faith with New York agents. J. C. Stott. Weekly Underw 154:632+ Mr 9 '46; Same cond. East Underw 47:32 Mr 8 '46

Van Duzee bill prohibits solicitation by New York state fund. Weekly Underw 154:499 F 23 '46; East Underw 47:31 F 22 '46

**Pennsylvania**

Denies Neel authority to govern excess rates; Indemnity of North America wins; Pennsylvania court holds excess for self-insurer is contract of loss indemnity. East Underw 47:31+ Je 7 '46

**Tennessee**

Innocent party to bigamous marriage held dependent although not remarried after employee divorced first wife. Weekly Underw 154:727 Mr 16 '46

**Texas**

State can't control dividend pattern; Texas Supreme court holds department exceeded authority; Texas Employers case. Nat Underw 50:15 Ja 24 '46

Texas urged to adopt workmen's compensation interstate plan; insularity of procedure criticised at hearing at Austin. Nat Underw 50:20 Ja 3 '46

**INSURANCE, Yacht.** See Insurance, Motor boat

**INSURANCE accountants' association**

Annual meeting, 7th, Endicott, N.Y. East Underw 47:35 O 25 '46; Nat Underw 50:3+ O 17 '46

**INSURANCE actuaries**

Actuary as consultant, J. J. Smick. Nat Underw 49:24-5 N 22 '45

Changing times call for effective actuarial guidance; address at meeting of Actuarial society of America. E. W. Marshall. Nat Underw (Life ed) 49:1+ N 9 '45; Excerpts. East Underw 46:15 N 16 '45

Cite need of federal actuarial office. H. C. Hallam. Nat Underw (Life ed) 49:9-10 N 30 '45; Same abr. Nat Underw 49:21 N 29 '45

Hundreds have studied actuarial science at University of Michigan. W. Scott. East Underw 46:22+ D 14 '45

Launch recruiting program for actuaries. Nat Underw (Life ed) 50:2 N 1 '46

Rating law spread will mean greater need for actuaries. H. J. Ginsburgh. Nat Underw 49:17+ N 22 '45

**See also**

Actuarial society of America	Casualty society
American institute of actuaries	International congress of actuaries

**INSURANCE adjusters**

Adjusting developments in 1945. J. J. Hermann. Weekly Underw 154:46-7 Ja 5 '46

Independent adjuster must walk taut rope. E. C. Niver. Nat Underw 50:12 O 10 '46

**INSURANCE adjusters—Continued**

Messages of current practical significance at N.A.I.A. adjusting panel, H. N. Fullington and others. Nat Underw 50:18+ S 26 '46  
Public relations and claim men. D. Porter. Weekly Underw 155:444-5 Ag 24 '46  
Public relations and claim men. M. W. Lewis. Weekly Underw 153:1094 N 10 '45

See also National association of independent insurance adjusters

**INSURANCE advertising conference**

Advertising Conference had active year. R. W. Smiley. Weekly Underw 154:23+ Ja 5 '46  
Annual meeting, Atlantic City, Oct. 13-15. East Underw 47:1, 32, 36-7 O 18 '46; Nat Underw 50:1+ O 17 '46; Weekly Underw 155:936+ O 19 '46  
Spring meeting, Hershey, Pa. Nat Underw 50:9+ My 23 '46; Weekly Underw 154:1344+ My 25 '46; Spectator (Property ed) 11:20 My 23 '46

**INSURANCE agents**

Advice to young agents. L. C. Hilgemann. Nat Underw 49:33 D 27 '45  
Agent is worthy of his hire. H. D. Combs. East Underw 47:37+ My 17 '46  
Agents' opportunity. J. A. Diemand. Weekly Underw 154:1474+ Je 8 '46  
Agents should insure their future. C. G. Hallowell. Weekly Underw 155:487+ Ag 31 '46  
Beat depreciation in dollar value by making more and bigger sales. G. H. Knight. East Underw 47:30 Ag 23 '46  
Boston insurance co. outlines program for producers to meet post-war conditions. Weekly Underw 154:508+ F 23 '46  
Don't forget the "forgettable book"; sales ideas. M. L. Lane. East Underw 47:30+ pt 2 Je 28 '46  
Five-point program for post-war production by agents. R. C. Dreher. East Underw 46:22+ N 16 '45; Same. Weekly Underw 153:1124+ N 17 '45; Same cond. Nat Underw 49:25 N 15 '45  
Future of insurance producers; intermediaries and their obligations under public law 15. H. E. Moore. East Underw 47:30+ My 17 '46  
Future of the dollar; shrinkage in buying power offers opportunity to sell more insurance. W. B. Bailey. Rough Notes 89:28 Ap '46  
Increase your profits with efficient policy writing. B. E. Wortman. Rough Notes 89:18+ My '46  
Insurance salesman must increase income to make up dollar depreciation. G. H. Knight. Weekly Underw 155:766 S 28 '46  
Let us be vigilant; address before Indiana agents. C. I. Fisher. East Underw 46:20 D 7 '45; Same cond. Nat Underw 49:5 D 6 '45  
More opportunity today than past 25 years. A. E. Redding. East Underw 47:38 S 20 '46  
Questions which experts tackled at Indianapolis; pattern for peacetime selling. M. W. Mays. Nat Underw 49:19 D 6 '45  
Six principles of sales. F. W. Potter. East Underw 47:40 Ap 26 '46  
Tackles controversial topics in talk on inconsistent agents; address before Nebraska producers. C. I. Fisher. Weekly Underw 155:862-4 O 12 '46; Same cond. East Underw 47:18+ S 20 '46; Abstract. Nat Underw 50:3 S 19 '46  
Tells Virginia agents to cash in on opportunities. H. Brown. Nat Underw 50:8 Je 13 '46  
Urges agents to protect the public. B. Rush, jr. East Underw 47:26 Ag 30 '46  
W. Fred Kohler, ex-orchestra player, leading A. & H. man in his town. East Underw 47:34 Je 28 '46  
Walter A. Schaefer, 25 years an agent, running for Congress in northern New Jersey. East Underw 47:29 My 31 '46  
Watchtower vigil is recommended to agents. W. H. Bennett. Weekly Underw 155:678 S 21 '46

See also

Insurance associa- Insurance companies  
tions —Branch offices

**Insurance brokers**

also subdivision Agents under various forms of insurance, e.g. Insurance, Industrial—Agents; Insurance, Life—Agents

also American association of insurance general agents; National association of insurance agents; National association of mutual insurance agents

**Accounting**

How to keep from spending the company's money; commingling of funds. K. N. Burt. Rough Notes 89:38+ O '46; Correction. 89:38 N '46  
Producers give views on commingling law at N.Y. hearing. East Underw 47:18+ S 20 '46; Nat Underw 50:1 S 19 '46  
Queried on commingling. New York brokers and agents get licenses even if bank accounts are not separated; new ruling pending. East Underw 47:28 O 18 '46

**Advertising**

Advertising and sales ideas that work. W. H. Roddy. Nat Underw 50:21 Mr 14 '46  
Advertising forum makes hit with Indiana agents. E. R. Hurd, jr. and others. Nat Underw 50:23+ O 24 '46  
Advertising must be forceful message. E. R. Hurd, jr. East Underw 46:31 N 30 '45  
Agency radio advertising. E. S. Anderson. Rough Notes 88:55 N 45  
Blotters from his dog charm Bickel's clients. il Nat Underw (Life ed) 50:3+ J 19 '46  
Building an agency by radio; J. Gordon Gaines agency, Akron, Ohio. H. M. Van Doren. Rough Notes 89:19-20 O '46  
Care, caution and courtesy; reducing losses through advertising. L. H. Waldman. il Rough Notes 89:26+ My '46  
Cartoons on gift tumblers build sales for New York broker. L. H. Waldman. Nat Underw 50:10 Ja 10 '46; Same. Nat Underw (Life ed) 50:9 Ap 26 '46  
Cartoons pinch-hit for personal calls for Leo Waldman, New York city insurance broker. Nat Underw 50:6 N 7 '46; Correction. 50:10 N 14 '46  
Direct mail cost in larger cities increasing; returns lower. C. T. Redfield and others. Nat Underw 50:30 O 24 '46; Same. Nat Underw (Life ed) 50:3 O 25 '46  
How advertising boosts agency's sales. M. Van Doren. East Underw 47:22 My 31 '46  
How to make mail advertising pay. J. W. Mason. Rough Notes 88:17-18 D '45  
Multiple media seen key to insurance advertising. J. F. Sheldon. Nat Underw 50:12 My 23 '46  
Operations inside agency which build success; effective agency advertising. O. Beling. Weekly Underw 153:1125+ N 17 '45  
Personalize your advertising. D. Ross. Rough Notes 89:36+ Ag '46  
Personalized blotter. O. C. Smith. Rough Notes 88:36+ N 45  
Sales slogans of local agents cited by North America group. East Underw 47:30 Ap 26 '46  
Some hints on direct mail for the small business; 15 years have taught insurance agency man lessons about copy, postage, calendars, blotters; Bowen company. H. S. Bowen. il Ptr Ink 214:28-30 Mr 29 '46; Same. Rough Notes 89:34+ Je '46; Excerpts. East Underw 47:46 My 10 '46; Nat Underw 50:13+ Je 27 '46  
Why I believe in advertising. F. N. Winter. Rough Notes 88:30+ D '45

**Agency management**

Able general agents assured about future; nothing disturbing in present insurance picture. E. J. Dickey. Weekly Underw 154:1117+ My 4 '46; Abstract. Nat Underw 50:4 My 2 '46  
Agency limitation rule relief in Chicago; issue precipitated by contraction of company groups. Nat Underw 49:1 D 27 '45  
Agency perpetuation. D. F. Giberson. East Underw 47:24+ My 17 '46  
Agency planning and layout. il Rough Notes 89:30+ My; 40+ Je '46  
Answers to ten questions decide if agency is losing ground. O. Beling. Weekly Underw 154:1308 My 18 '46  
Coverage, service keys to public confidence; how general agents can help raise standards of producers. H. Brown. East Underw 47:14 My 3 '46



**INSURANCE agents—Agency management—***Continued*

Cutting out call-backs; use of business reply card in soliciting small dwelling renewals. Rough Notes 89:34+ J1 '46

Destruction of correspondence; dailies of expired policies. Rough Notes 88:26 N '46

Do's and don'ts for new agents. Rough Notes 89:28 F '46

Expert knowledge and its use means success; abstracts. R. A. Duffus. Nat Underw 50:15 Ap 18 '46; East Underw 47:33 Ap 19 '46

Explains agency good will. W. H. Roddy. Nat Underw 50:27 My 16 '46

Four principles for local agency success. L. J. Ackerman. Nat Underw 50:12 O 24 '46

Hold first northern California agency management meeting. Nat Underw (Life ed) 50:3 Ag 30 '46

Management, selling tips. C. G. Hallowell. Nat Underw 50:4+ S 5 '46

Mergers within fleets worry general agents; problem of dependence on subsidiary units for connections. Nat Underw 49:6 N 15 '45

Multiple invoice billing. Rough Notes 89:28 S '46

N.A.I.A. forum on agents and sales management. O. Beling and others. Nat Underw 50:3 My 16 '46

Operations inside agency which build success. O. Beling. Weekly Underw 153:1125+ N 17 '45

Organization of a successful large agency; Detroit insurance agency. J. R. Gregory. Rough Notes 89:15-17+ F '46

Organization of a successful one-man agency. J. R. Gregory. II Rough Notes 89:15-17+ Ap '46

Points on how to increase agency income. W. H. Roddy. East Underw 47:26 Ap 19 '46

Recruiting and training clinic held in Los Angeles. K. Van Winkle and others. Nat Underw (Life ed) 50:7+ Je 28 '46

Re-organization of a successful medium-sized agency; Freese & Jefferson. Bloomington, Ill. Rough Notes 89:15-16+ S '46

Sid G. Spear sells insurance as he used to sell pianos. Rough Notes 88:34+ N '45

Small agency record keeping. R. J. Layton. II Rough Notes 89:26+ Ap '46

Time saved—premium dollars. S. J. McLaren, Jr. Rough Notes 89:25 My '46

Tips on agency management; administration as important as sales. O. Beling. Nat Underw 50:18 S 19 '46

Urges general agents to cut down writing large gross lines. C. A. Craft. East Underw 47:19 My 3 '46; Same cond. Nat Underw 50:6+ My 9 '46

**Costs**

What it costs to run an insurance agency; survey of insurance agency income, expense and financial standing. J. R. Gregory. Rough Notes 89:17-20+ Je; 15-18+ Ag; 28+ O '46

**Agency system**

Agency security. H. Brown. East Underw 47:20+ My 10 '46

Agency system started going 138 years ago. Weekly Underw 154:203 Ja 19 '46; Same. Spectator (Property ed) 11:28 Ja 24 '46

Future of the American agency system; address before New England agents. H. Brown. Weekly Underw 155:34 J1 6 '46

How agents can help to preserve agency system; address at N.A.I.A. convention; abstracts. D. C. Bowersock. Nat Underw 50:25+ S 26 '46; East Underw 47:19+ S 27 '46; Weekly Underw 155:717+ S 28 '46

Importance of agency system offers challenge to safeguard its future. H. N. Mann. East Underw 47:18 Ag 30 '46

Industry's growth due to agency system. W. H. Bennett. Nat Underw 50:28+ S 26 '46

Nothing in new rating laws adverse to interests of local agents. A. W. Perkins. Weekly Underw 154:1649+ Je 29 '46

Problems facing career agents. J. E. Rutherford. II Spectator (Life ed) 153:17-21 Ap '46; Excerpt. East Underw 47:13 Ap 12 '46

Strong statement of faith in agency system. J. W. Randall. East Underw 47:33 J1 26 '46

**Collecting of premiums**

See Insurance—Premiums, Payment of

**Commissions**

Agents' commission issue is linked to rate control; excess scale doomed. O. G. Jackson. Nat Underw 50:2 F 21; 6 Mr 28 '46; Same cond. Weekly Underw 154:497+ F 23 '46

Agents' compensation program outlined by NALU committee. Weekly Underw 154:718-19 Mr 16 '46

Attacks level commissions of accident and health. T. T. Wallace. Nat Underw (H. & A. conference no) 50:4 My 24 '46

Challenges supervisory curb on commission; takes exception to idea advanced by new Missouri superintendent. J. J. O'Toole. Nat Underw 50:2+ Mr 7 '46; Same abr. Weekly Underw 154:609+ Mr 9 '46

Commission control in rate regulation; address before Missouri association of insurance agents. O. G. Jackson. East Underw 47:1+ Ap 5 '46

Defends commission structure. J. C. Stott. East Underw 47:26 N 8 '46

Missouri agents inveigh against commission slashes at mid-year meeting. Nat Underw 50:1+ Ap 4 '46; Weekly Underw 154:857+ Ap 6 '46

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Insurance, Industrial  
—Agents—Salaries  
and commissions  
Insurance, Life—  
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Insurance, Work-  
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**Company relations**

Agency limitation rule relief up in Chicago; issue precipitated by contraction of company groups. Nat Underw 49:1 D 27 '45

Asks closer cooperation from companies; opposes unilateral decisions. C. I. Fisher. East Underw 47:23 O 18 '46

How companies can improve relations with agents. R. M. L. Carson. East Underw 47:21+ My 10 '46

Indemnity company compiles agents' suggestions; would center production on specialty lines; want trained specialists to aid fieldmen and agents. East Underw 47:31 Ja 28 '46

NLRB complaint terms ordinary agent employee; Phoenix Mutual charged with unfair labor practice. Nat Underw (Life ed) 50:3+ Je 28 '46

Writing insurance direct not interference with agent's expirations upon insured's refusal to deal with agent. Weekly Underw 153:1546 D 29 '45

**Conventions**

Alabama association of insurance agents annual convention, Birmingham. Nat Underw 50:1+ S 19 '46

Arizona association of insurance agents annual meeting, Phoenix. Nat Underw 49:4 N 15 '45

Arkansas association of insurance agents annual convention, Hot Springs. Nat Underw 50:3 My 23 '46

California association of insurance agents annual convention, San Francisco. Nat Underw 50:3+ O 31 '46

California association of insurance agents annual meeting, Los Angeles. Nat Underw 49:5+ N 15 '45

Colorado association of insurance agents annual meeting, Denver. Nat Underw 50:59+ S 26 '46

Connecticut association of insurance agents annual meeting, Hartford. Nat Underw 49:31+ N 15 '45

Connecticut association of insurance agents annual meeting, New Haven. Nat Underw 50:6+ O 31 '46

Florida association of insurance agents annual meeting, Miami Beach. Nat Underw 50:2+ Je 27 '46

Georgia association of insurance agents annual meeting, Savannah. Nat Underw 50:1+ Ag 15 '46

Illinois association of insurance agents annual convention, Peoria. Nat Underw 50:13-16 S 19 '46

Illinois farm agents association conference, Peoria. Nat Underw 50:1+ J1 4 '46

**INSURANCE agents—Conventions—Cont.**

Indiana association of insurance agents annual meeting, Indianapolis, Nat Underw 49:23-5 D 6 '45

Indiana association of insurance agents annual meeting, Indianapolis, Nat Underw 50:23-4 O 24 '46

Iowa association of insurance agents annual convention, Cedar Rapids, Nat Underw 50:17-19 S 19 '46

Iowa association of insurance agents annual meeting, Davenport, Nat Underw 49:28-9 N 15 '45

Kansas association of insurance agents annual convention, Topeka Nov 7-8, Nat Underw 49:20-4 N 15 '45

Kansas association of insurance agents annual convention, Wichita, Nat Underw 50:17-20 O 10 '46

Kentucky association of insurance agents annual meeting, Louisville, Nat Underw 50:3+ O 24 '46

Louisiana association of insurance agents annual meeting, Monroe, Nat Underw 50:3+ My 2 '46

Maine association of insurance agents annual meeting, Poland Spring, Nat Underw 50:1+ O 24 '46

Maryland association of insurance agents annual convention, Baltimore, Nat Underw 49:3+ N 22 '45

Massachusetts association of insurance agents annual convention, Worcester, Nat Underw 50:10 O 24 '46

Michigan association of insurance agents annual meeting, Port Huron, Sept. 4-6, Nat Underw 50:29-31 S 12 '46

Minnesota association of insurance agents annual meeting, Hibbing, Nat Underw 50:1+ S 5 '46

Mississippi association of insurance agents annual convention, Biloxi, Nat Underw 50:6+ Je 13 '46; Weekly Underw 154:1538+ Je 15 '46

Mississippi association of insurance agents annual meeting, Jackson, Weekly Underw 153:1198 N 24 '45

Missouri association of insurance agents annual meeting, Kansas City, Nat Underw 50:6+ S 12 '46

Montana association of insurance agents annual convention, Butte, Nat Underw 50:2+ Ag 29 '46

Mutual insurance agents association of New England annual conference, Boston, Nat Underw 50:3+ O 10 '46

Nebraska association of insurance agents annual convention, Lincoln, Nat Underw 50:5+ S 26 '46

New England associations of insurance agents convention, Poland Spring, Me, Nat Underw 50:1+ JI 4 '46; Spectator (Property ed) 12:10-13+ JI 11 '46

New Hampshire association of insurance agents annual meeting, Manchester Nov 9, Nat Underw 49:4+ N 15 '45

New Jersey association of insurance agents annual convention, Atlantic City, Oct. 17-18, East Underw 47:21+ O 25 '46; Nat Underw 50:1+ O 24 '46

New Jersey association of insurance agents annual meeting, Newark, East Underw 47:1+ Ap 19 '46

New York state association of local agents annual meeting, 64th, Syracuse, May 5-8, East Underw 47:1+, 21-2+ My 10 '46; Spectator (Property ed) 11:10-11+ My 9 '46; Nat Underw 50:4+ My 9; 2+ My 16 '46

North Carolina association of insurance agents annual convention, Pinehurst, Nat Underw 50:2+ My 16 '46

Ohio association of insurance agents annual meeting, Columbus, Nat Underw 50:33+ S 12 '46

Ohio association of mutual insurance agents, annual convention, Akron, Nat Underw 50:2+ Ap 18 '46

Oklahoma association of insurance agents annual convention, Oklahoma City, Nat Underw 50:10+ Je 13 '46

Ontario insurance agents' association annual convention, Toronto, Oct. 3-4, East Underw 47:27 O 18 '46

Oregon association of insurance agents annual convention, Portland, Nat Underw 50:1+ Ag 15 '46

Pennsylvania association of insurance agents annual meeting, Harrisburg, Nat Underw 50:5+ S 12 '46

Rhode Island association of insurance agents annual convention, Providence, Nat Underw 50:12 O 31 '46

Rhode Island association of insurance agents annual meeting, Providence, East Underw 46:22+ N 23 '45; Nat Underw 49:5+ N 15 '45

South Carolina association of insurance agents annual meeting, Charleston, Nat Underw 50:5+ Je 13 '46

South Carolina association of insurance agents annual convention, Columbia, Nat Underw 49:3+ N 15 '45

Tennessee association of insurance agents annual meeting, Memphis, Nat Underw 50:19+ O 17 '46

Texas association of insurance agents, annual meeting, Austin, Nat Underw 50:3+ Ap 18 '46

Utah association of insurance agents annual meeting, Salt Lake City, Nat Underw 50:3+ Ag 29 '46

Vermont association of insurance agents annual meeting, Fairlee, Nat Underw 50:5 S 12 '46

Virginia association of insurance agents annual meeting, Virginia Beach, Nat Underw 50:12 Je 13 '46; Weekly Underw 154:1558+ Je 15 '46

Washington association of insurance agents annual convention, Tacoma, Nat Underw 50:2+ Ag 22 '46

West Virginia assn. of insurance agents annual meeting, Clarksburg, Nat Underw 50:15+ JI 25 '46

Wisconsin association of insurance agents annual meeting, Milwaukee, Nat Underw 50:12-14+ O 17 '46

Wyoming association of insurance agents annual meeting, Casper, Nat Underw 50:4+ S 12 '46

*See also*  
Insurance, Life—  
Agents—Conven-  
tions

**Fraudulent practice**

Premium finance decision in N.Y.; insurer not liable for agents acting beyond scope of their authorization, Nat Underw 49:8 N 29 '45

**Law**

Agency partnership contracts, C. F. Merrell and C. J. Barnhill, Rough Notes 89:18+ Ap '46

Agent may work on salary basis; Schoonover v. Indiana insurance department, Spectator (Property ed) 12:26 Ag 8 '46

Argue commerce case in U.S. Supreme court; Robertson vs. California, Nat Underw 50:1+ Ja 10 '46; Same, Nat Underw (Life ed) 50:1+ Ja 11 '46

Asks companies to tell stand on local boards, J. F. Van Vechten, Nat Underw 50:3+ My 23 '46

California files brief with high court in commerce case; Robertson vs. California; abstracts, Nat Underw 50:2+ Ja 3 '46; Nat Underw (Life ed) 50:3+ Ja 4 '46; East Underw 47:1+ Ja 4 '46

Commerce case arguments scanned for hints; Robertson vs. California, Nat Underw 50:3+ Ja 17 '46; Same, Nat Underw (Life ed) 50:1+ Ja 18 '46

Commerce issue in California appeal to U.S. Supreme court; Robertson brief, Nat Underw 49:6 D 27 '45; Same, Nat Underw (Life ed) 49:8 D 28 '45

Derides obsolete license laws in Pennsylvania, C. A. Reid, Nat Underw 50:6 S 12 '46

Guiding principles statement draft submitted to field by N.A.L.U.; implemented by proposed model life agents' qualification act, Nat Underw (Life ed) Daily ed 50:7+ S 11 '46

High court upholds state licensing; Robertson vs. California decided in favor of state, Weekly Underw 154:1461+ Je 8 '46

Indiana ban on licensing salaried agents is voided; local agents assn. loses 11 year battle, Nat Underw 50:1 JI 11 '46

**INSURANCE agents—Law—Continued**

Minnesota general agent wins issue over expirations; renewal commissions involved. Nat Underw 49:6 N 8 '45

Motor dealers to appeal McCormack's decision on license applications; Motor insurance corp. of New York involved. Weekly Underw 153:1198; 154:1015 N 24 '45, Ap 20 '46

NLRB report holds Phoenix Mutual violated labor act; terms ordinary agents employees; asks reinstatement for pair. Nat Underw (Life ed) 50:3+ Ag 16 '46

Oklahoma law permits licensing non-resident special agent. Weekly Underw 154:928 Ap 13 '46

Pennsylvania and Illinois departments reciprocal agreement. Weekly Underw 155:127 JI 20 '46

Producers give views on commingling law at N.Y. hearing. East Underw 47:18+ S 20 '46; Nat Underw 50:1 S 19 '46

Push unauthorized insurer curb at Portland meeting; model reciprocity law considered for adoption in additional states. Nat Underw 50:26 Je 13 '46; Same. Nat Underw (Life ed) 50:4 Je 14 '46

Questions of Justices on license issue in Robertson case. Weekly Underw 154:250+ J 26 '46

Reciprocal agreement on licensing producers is reached by N.Y. and Pa. East Underw 47:22 My 17 '46

Retroactive pay not barred by sections of N.Y. state law; union agents test law. East Underw 47:1+ Ag 9 '46

Review of 1945 insurance decisions. L. T. Parker. Rough Notes 89:17-18 F '46

Social security and the agent. J. C. Benson. East Underw 47:6 My 31 '46

State license regulations; survey by Illinois insurance department discloses what commonwealths require. Weekly Underw 154:150-1+ J 12 '46

Sweeping victory for state regulation; Supreme court decision in Robertson vs. California. Nat Underw 50:1+ Je 6 '46; Same. Nat Underw (Life ed) 50:1+ Je 7 '46

Text of decision of U.S. Supreme court in Robertson vs. California. Nat Underw 50:2+ Je 6 '46; Same. Nat Underw (Life ed) 50:2+ Je 7 '46

Vital issue involved in Robertson licensing case. W. H. Bennett. Weekly Underw 154:146+ Je 8 '46

Warns against strict qualification laws; abstracts. L. J. Kavanaugh. Nat Underw 50:6 S 26 '46; East Underw 47:45 S 27 '46

West Virginia non-resident brokers license issue; Frank Bell vs. A. J. Davis & co. Nat Underw 49:10 D 13 '45

Writing insurance direct not interference with agent's expirations upon insured's refusal to deal with agent. Weekly Underw 153:1546 D 29 '45

Written tests sought to qualify producers; N.A.I.A. agents qualification committee. Weekly Underw 155:728 S 28 '46

**See also**

Insurance, Life—	Insurance agents—
Agents—Legal	Fraudulent practice
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**Letters to prospects**

Direct mail letters at work. E. A. Buckley. il Rough Notes 89:15-16 My '46

Letter that produced a 30 percent return. il Rough Notes 89:26 F '46

**Multiple line selling**

California agent advises casualty agents to add life insurance. Nat Underw 50:18 Ja 3 '46

Chides agents for A. & H. neglect. C. C. Washburn. East Underw 46:36 N 16 '45

Envisions insurance clinic, covering all lines. W. G. Gastil. Nat Underw 49:4+ N 22 '45; Same. Nat Underw (Life ed) 49:10 N 23 '45

Unique Chicago life office, conducted by L. S. Broadus, writes all insurance lines. Nat Underw (Life ed) 50:6 Je 23 '46

Urges local agents to add life insurance to their coverages. W. S. Vogel. East Underw 47:24 N 1 '46

Why life agent should sell accident and health insurance. J. R. Garrett. Weekly Underw 154:86-7 sec 2 My 11 '46

**Part-time agents**

Some real estate men turn to insurance sales. Nat Underw 50:40 O 24 '46

**Public relations**

Knowledge is agent's survival key. G. T. Warfield. Weekly Underw 153:1252 D 1 '45

Public attitude change noted. E. Ewing. Weekly Underw 155:932 O 19 '46

PR task never ends. A. Broughton. Nat Underw 50:8 S 12 '46

**Records**

Record of loss payments. M. Ott. Rough Notes 89:28 Je '46

Small agency record keeping. R. J. Layton. il Rough Notes 89:26+ Ap '46

Spectator insurance survey-register; new system devised by T. A. Riley. Spectator (Property ed) 12:14-17+ S 12 '46

**Rural agents**

Agent all-important in farm insurance. R. W. Carter. Nat Underw 49:25 D 6 '45

How to sell farmers. G. C. Cundiff and others. Rough Notes 89:19-24 Ag '46

Illinois farm agents association conference, Peoria. Nat Underw 50:1+ JI 4 '46

Why farm insurers are denying selves income today. B. R. Wallinder. Nat Underw 50:22 O 24 '46

Writing farm lines. B. R. Walinder. East Underw 47:25 My 17 '46

**Sales conventions**

Kansas City association third annual sales congress. East Underw 47:39+ My 3 '46

New sales ideas offered in Chicago insurance day panel. Nat Underw 50:3+ My 30 '46

Sales forum gives N.J. agents' meeting usable pointers for boosting earnings. W. Meiss and others. Nat Underw 50:5+ O 24 '46

**Selection**

Liberty Mutual's plan for finding and recruiting qualified salesmen. J. F. Morrison. Sales Management 57:154+ S 15 '46

Qualification law not enough; urges field men to appoint only career agents. J. C. Conklin. Nat Underw 50:5 N 7 '46

Selection of staff. D. T. Marantette. East Underw 47:24 My 17 '46

**Service**

Agent is worthy of his hire; serves fellow men; asset to community. H. D. Combs. Weekly Underw 154:1430-1+ Je 1 '46

Increased building costs provide greater public relations opportunity for agents. H. O'Loughlin. Weekly Underw 155:475-6 Ag 31 '46

Spectator insurance survey-register; new system devised by T. A. Riley. Spectator (Property ed) 12:14-17+ S 12 '46

Successful agents are those who give most to community. J. C. Stott. East Underw 47:22 S 20 '46; Same. Weekly Underw 155:673+ S 21 '46

**Training**

Advances in agent training, GI bill setup. C. J. Zimmerman and others. Nat Underw (H. & A. conference no) 50:9+ My 24 '46

Agency building and the returned veteran. J. R. Gregory. Rough Notes 89:34+ My '46

Insurance slow to adopt on-the-job vet training. Nat Underw 50:2+ Ap 4 '46; Same. Nat Underw (Life ed) 50:3+ Ap 5 '46

Life insurance in Denmark; how agents are trained and compensated and how field is supervised. H. Poulsen. East Underw 47:5 N 8 '46

Michigan on-the-job training plan for veterans gets wide support. East Underw 46:22 D 28 '45

Training veterans under G. I. bill held sound. C. J. Zimmerman. Nat Underw (Life ed) 50:5+ My 31 '46



**INSURANCE agents—Training—Continued**

Veterans administration on-the-job training pushed in insurance; G.I. bill entitles vet to subsidies while training, Nat Underw 50:3+ Je 31 '46; Same, Nat Underw (Life ed) 50:3+ F 1 '46

**See also**

Insurance—Study and Insurance, Life—  
teaching Agents—Training  
Insurance, Accident—  
Agents—Training

**Unions**

A.F.L. loses to C.I.O. in John Hancock issue, Nat Underw (Life ed) 49:2 N 9 '45  
C.I.O. group asks union shop of Metropolitan, Nat Underw (Life ed) 50:10 F 8 '46  
Metropolitan, CIO reach agreement, Nat Underw (Life ed) 50:2 Ap 12 '46  
NLRB finds insurer influenced election; sets results aside; Ohio agents of Monumental Life, Nat Underw (Life ed) 50:3 JI 12 '46  
Prudential debit men get generous retirement plan; modified form of union shop, Nat Underw (Life ed) 50:2 JI 5 '46  
Prudential endorses union in letter to debit men, Nat Underw (Life ed) 50:2 JI 12 '46  
Union wins retroactive pay increase dispute; agents of Metropolitan Life, Nat Underw (Life ed) 50:5 Je 21 '46  
Unions moving to organize debit men in South, Nat Underw (Life ed) 50:3 Je 7 '46  
Western & Southern Life must bargain on state-wide basis, says NLRB, Nat Underw (Life ed) 50:24 F 15 '46

**Women agents****See also**

Insurance, Industrial Insurance, Life—  
—Agents—Women Agents—Women  
agents agents

**Netherlands**

Struggle for power between agents and companies besets Dutch insurance, A. De Bruijn, Spectator (Property ed) 12:36-7 S 26 '46

**Texas**

Texas agents set to secede if dues of N.A.I.A. soar, Nat Underw 50:3+ Ap 18 '46

**INSURANCE agents, National association of. See National association of insurance agents****INSURANCE associations**

Data on local board rules issued by NAIA; commendable record cited, East Underw 47:20+ JI 19 '46; Same, Nat Underw 50:2 JI 18 '46; Same, Weekly Underw 155:125+ JI 20 '46  
New York ex-feldmen hold annual meeting, East Underw 47:23+ My '24 46  
Paradox of life insurance; competitive business cooperative; sketches about principal life associations, L. A. Lincoln and others, East Underw 47:11-13, 36+ pt 2 O 4 '46  
Seek to save rudiments of Chicago Board; agents committee strongly advocates company inclusion on modified basis, Nat Underw 50:1+ JI 18 '46  
Study problems of mixed membership; future of boards with company and agent makeup is clouded, Nat Underw 50:12 My 16 '46  
Value of a local insurance board, F. C. Colridge, Rough Notes 89:17+ My '46  
Warns against haste in changing board rules, H. Brown, Nat Underw 50:36 Je 6 '46

**See also names of associations, e.g.**

Factory insurance Insurance federation  
association of Pennsylvania  
Federation of in- National association  
surance counsel of insurance agents  
Institute of life in- National Negro in-  
surance surance association  
Insurance executives Risk research insti-  
tute

**INSURANCE board of Cleveland**

Century of public service, Weekly Underw 155:310-11+ Ag 10 '46

Cleveland salutes Insurance board at 100-year mark, Nat Underw 50:1+ Je 27 '46

**INSURANCE brokers**

Army booklet on insurance selling is published, Nat Underw 50:1+ Mr 7 '46; Same cond, Nat Underw (Life ed) 50:2 Mr 8 '46

George Geyer, leading figure in major insurance stock transactions, por East Underw 46:34 D 28 '45

Los Angeles to tax brokers, but not agents; brokers liable to new professional and business occupational tax, East Underw 47:20 Je 28 '46; Same cond, Nat Underw 50:31 Je 20 '46

Producer is worth what he costs, buyer testifies, W. J. Wiley, Nat Underw 50:3+ F 21 '46

Queried on commingling; New York brokers and agents get licenses even if bank accounts are not separated; new ruling pending, East Underw 47:28 O 18 '46

**See also**

National association  
of insurance  
brokers

**Commissions**

Robinson-Patman act menace to brokers; payment of commission outlawed, may force them to become agents, E. W. Sawyer, Nat Underw 50:4+ Ap 25 '46

Warns of commission control threat; some officials see rating bill as providing authority, C. F. J. Harrington, Nat Underw 50:17 JI 4 '46

**INSURANCE brokers, National association of. See National association of insurance brokers****INSURANCE brokers association of New York**

Annual meeting, 48th, New York, April 23, Weekly Underw 154:1061+ Ap 27 '46

**INSURANCE commissioners**

Matzke retires from Nebraska department, por Weekly Underw 154:1591 Je 22 '46  
Name Donald Dickey Oklahoma commissioner, Nat Underw 50:4 Ag 1 '46; Same, Nat Underw (Life ed) 50:2 Ag 2 '46  
New Nebraska director: Donald R. Hodder, por Nat Underw (Life ed) 50:2 JI 12 '46

**See also**

National association  
of insurance com-  
missioners

**INSURANCE commissioners, National association of. See National association of insurance commissioners****INSURANCE companies**

Asks agents which pre-war helps should be resumed; Royal-Liverpool group, New York, Fir Ink 214:54+ F 15 '46  
Fire insurance companies organized or required during 1945, Spectator (Property ed) 11:22 F 28 '46  
Founders' fire & marine co. of Los Angeles formed, East Underw 47:20 Ap 19 '46; Nat Underw 50:4 Ap 18 '46  
Morris plan insurance society changes name to Bankers security life insurance society, Weekly Underw 155:238 Ag 3 '46; Same cond, Nat Underw (Life ed) 50:15 Ag 2 '46  
New companies organized in 1945; mergers, changes of control, etc, Weekly Underw 154:130-1 Ja 5 '46

**See also**

Lloyd's, London  
Mortgage conference  
of New York

**Accounting**

A. & H. men renew opposition to statistical call, Nat Underw 50:19+ O 17 '46

Accountants' panel discusses uniform accounting measure; adjustment and loss expenses found chief sources of non-uniformity, Nat Underw 50:1+ Ap 4 '46

Accountants to formulate expense listing practice; requirements of schedule M, Nat Underw 50:21 S 19 '46

Closer tab on expenses complicates accounting; refers to schedule M, G. R. Ladner, Nat Underw 50:6 O 17 '46

Combined fire-casualty statement form studied; Insurance accountants association covers much ground at fall parley, Nat Underw 50:3+ O 17 '46

Cost control studied from all angles by LOMA committees, East Underw 47:3+ S 27 '46

Dineen marshals his arguments for uniform accounting; vital in meeting federal scrutiny he tells N.Y. Legislature, Nat Underw 50:19+ F 21 '46

**INSURANCE companies—Accounting—Cont.**

Fire and casualty telescoped; proposed unified statement blank. T. F. Tarbell. Nat Underw 50:27+ O 24 '46; Excerpt. East Underw 47:35 O 25 '46

Fire and marine expense study announced by Commissioners' committee. Weekly Underw 154:1408+ Je 1 '46

Governor Dewey approves uniform accounts bill. East Underw 47:16 Ap 5 '46

L.O.M.A. cost ratio subcommittee report. Nat Underw (Life ed) 50:6 S 27 '46

New uniform accounts law in New York; abstracts. R. E. Dineen. East Underw 47:18+ Ap 19 '46; Nat Underw 50:2 Ap 18 '46; Nat Underw 50:2+ Ap 25 '46

New York accounting measure soon to be introduced. Nat Underw 50:5 F 7 '46

N.Y. clarifies its call for reinsurance data. Nat Underw 50:4 F 21 '46

New York department gathering data on company expenses. S. C. Davis. East Underw 47:18+ My 17 '46; Abstract. Nat Underw 50:6 My 23 '46

N.Y. Dept.'s intent eyed in uniform accounting measure. Nat Underw 50:2+ F 21 '46

Plan for filing inland marine statistics issued by N.Y. Dept. East Underw 46:78 D 14 '45; Same abr. Weekly Underw 153:1275+ D 1 '45

Practical expense analysis tips. W. H. Crawford. Nat Underw 50:10 My 16 '46

Principles of reinsurance accounting and statistics. J. Raywid. Nat Underw 49:4 D 27 '45

Traveling auditor's value. W. E. Wolfel. Nat Underw (Life ed) 50:11 S 27 '46

Uniform accounting measure in New York; text of bill. East Underw 47:20 F 22 '46

Urges sweeping revisions in statement blanks; form now is barrier to uniform accounting. L. W. Miles. Nat Underw 49:1+ N 22 '45

Urges uniform accounting. T. E. Dewey. Weekly Underw 154:145 Ja 12 '46

**Advertising**

Companies spent \$352,325 for daily newspaper ads. Nat Underw 50:2 My 2 '46

What's the matter with insurance advertising? J. W. Mason. Il Adv & Sell 39:74+ My '46

**Branch offices**

Branch office committee of local agents replies to executive of General insurance co. G. R. Michelsen. Weekly Underw 154:674+ Mr 16 '46; Abstract. Nat Underw 50:5 Mr 14 '46

Cross-counter insurance pays off; Liberty Mutual expands retail selling. B. Moore. Il Sales Management 56:45-6+ Ap 1 '46

Defends branch office plan; General of Seattle terms N.Y. City agent middleman, general agent. W. L. Miller. Nat Underw 50:3 F 28; 17 Mr 21 '46

Insurance shops; Liberty Mutual experiment with ground-level stores. Il Bsns W p44+ S 7 '46

Liberty Mutual's insurance store. Evanston, Illinois. Il Am Bsns 16:19 Ja '46

N.A.I.A. branch office parley; abstracts. G. R. Michelsen and others. Nat Underw 50:42 S 26 '46; East Underw 47:41 S 27 '46

NAIA committee asks support on branch offices. East Underw 47:27 S 27 '46

Swiss-German insurance litigation brings up issue of liability of head offices for foreign operations. Weekly Underw 154:1652+ Je 29 '46

Traveling auditor's value. W. E. Wolfel. Nat Underw (Life ed) 50:11 S 27 '46

**Consolidation**

Mellon indemnity corporation merges with General reinsurance corporation of New York. Weekly Underw 153:1121+ N 17 '45

Paul Revere absorbs Massachusetts Protective. East Underw 47:1+ O 25 '46; Nat Underw 50:37 O 24 '46; Nat Underw (Life ed) 50:25 O 25 '46

**Costs**

Cost control studied from all angles by LOMA committees. East Underw 47:3+ S 27 '46

Life expense ratio up; 13.7 per cent figure for 1945 compares with 13.6 per cent during 1944. Weekly Underw 155:768 S 28 '46; Same cond. Nat Underw (Life ed) 50:1 S 27 '46

L.O.M.A. cost ratio subcommittee report. Nat Underw (Life ed) 50:6 S 27 '46

Need true death claim cost study; L.O.M.A. committee report. Nat Underw (Life ed) 50:11 S 27 '46

Profits, commissions are modest compared with other businesses. C. W. Smitheman. East Underw 47:21 Ap 26 '46

Survey cost control features; L.O.M.A. cost committee questionnaire. Nat Underw (Life ed) 50:10 S 27 '46

**Direct selling**

Liberty Mutual's insurance store. Evanston, Illinois. Il Am Bsns 16:19 Ja '46

**Employees**

Asks insurance executives to fight inflationary moves for sake of their employes. C. Fennell. Nat Underw (Life ed) 50:3 Mr 8 '45

Bond quota exceeded; Life insurance division completes 638,000 sales for \$122,000,000. Weekly Underw 153:1491 D 22 '45

Educational activities for non-sales employes are all but non-existent. J. A. McLain. Nat Underw 50:4 O 24 '46; Same. Nat Underw (Life ed) 50:6 O 25 '46

Equitable writes unusual group case; solicitors of Buckeye Union agencies offered coverage. Nat Underw (Life ed) 50:4 Mr 15 '46; Same. Nat Underw 50:26 Mr 14 '46

Higher salaries may save money for company; other personnel policies. A. A. Rydgren. Nat Underw (Life ed) 50:6 S 27 '46

Induction session for new Metropolitan Life employes. East Underw 47:4+ Je 14 '46

Influenza vaccinations free to Home Life people. Weekly Underw 155:963 O 19 '46

Living-cost rise brings actions on salary increases. Nat Underw 50:5 N 7 '46; Same. Nat Underw (Life ed) 50:3 N 8 '46

Management should not fear clerical unionization. H. E. Niles; L. Merrill. Nat Underw (Life ed) 49:11 N 16 '45

Mutual Life, New York, offers agents insurance; will cover life, A&H, hospital and surgical costs. Weekly Underw 155:280 Ag 3 '46

Mutual personnel director talks on employee efficiency. H. R. Bixler. Nat Underw (Life ed) 50:4 Ap 26 '46

New England Mutual dramatizes workday for its employes; more than 100 employes take part in presentations. Il East Underw 47:1+ My 3 '46

New York companies victory bond sales. R. C. Johnson. East Underw 46:10 D 28 '45

Now every day is school day at Standard Accident. D. G. Baird. Il Sales Management 56:139+ F 15 '46

Office help shortage still acute. H. T. Abrams. Nat Underw (Life ed) 50:8 Ap 12 '46

Personnel problems facing employers. J. W. Miller. Nat Underw 50:34 My 16 '46

Physical exams fall short in hiring new employes. Nat Underw (Life ed) 50:3 My 17 '46

Salary bonus for Lincoln National employes; retirement program liberalized; dividend in stock to be voted. Weekly Underw 155:1031 O 26 '46

Shortage of female help worse than in wartime. Nat Underw 50:10 O 10 '46; Same. Nat Underw (Life ed) 50:5 S 27 '46

Tells employes how Mutual Life operates; colored slides, charts explain surplus building, other safety factors; abstracts. L. W. Douglas. East Underw 47:8 Ap 12 '46; Nat Underw (Life ed) 50:2 Ap 12 '46

30,000 veterans work in life insurance now; constitute 12% of personnel; more women hired. Weekly Underw 154:842 Mr 30 '46; Same cond. Nat Underw (Life ed) 50:9 Mr 29 '46

Tips on personnel administration; abstracts. R. M. Green. Nat Underw (Life ed) 50:2+ My 17 '46; Weekly Underw 154:1326 My 18 '46

**INSURANCE companies.—Employees—Cont.**

Train Hancock war vets in administration.  
East Underw 47:4 F 15 '46

**Employees' pensions**

Metropolitan gives annuity credits to employe veterans. Nat Underw (Life ed) 50:9 Ja 4 '46

**Examination**

Dineen lays down special probe procedure.  
Nat Underw 50:3 Je 27 '46; Same. Nat Underw (Life ed) 50:10 Je 28 '46

Fireworks galore on examinations issue at Portland. Nat Underw 50:3+ Je 20 '46; Same abr. Nat Underw (Life ed) 50:3+ Je 21 '46

Procedure set up for examining company pools; N.A.I.C. at Portland authorizes annual visitation. Nat Underw 50:2+ Je 20 '46

Zone 6 examination proposal adopted by N.A.I.C. on 6-months trial. Nat Underw 50:36 Je 13 '46; Same. Nat Underw (Life ed) 50:3 Je 14 '46

**Finance**

Aggregates of stock, fire and marine companies, mutual fire companies, 40 reciprocal, inter-insurers exchanges and Lloyds organizations for 1945. Spectator (Property ed) 12:10-13 S 26 '46

Argus chart reports on 1945 aggregate results. Nat Underw 50:1+ Mr 28 '46

Fleet underwriting results for 1945 offer a composite, multiple line picture; with tabulation. Spectator (Property ed) 11:12-15+ Ap 11 '46

Net premiums and loss figures for 1945 on fire specialty lines; with tabulation by company. East Underw 47:1+ Mr 15 '46

Record of premium production by states, 1939 and 1944; fire, casualty and surety, and life; tabulation. Spectator (Property ed) 11:20 O 25 '45; Revised table, 11:8 Ja 24 '46

Stock fire 1945 experience by lines from Argus fire charts. Nat Underw 50:2-4 Mr 28 '46

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1935-1944; tabulation. Spectator (Property ed) 11:16-17 D 29 '45

See also names of companies, e.g. Connecticut mutual life insurance company; Metropolitan life insurance company

**Foreign branches (in United States)**

Alien property custodian tells of insurance wards. Nat Underw 50:16 O 24 '46

**Foreign business**

American expansion to foreign lands; multiple line underwriting is solution. East Underw 46:107 D 14 '45

American insurance abroad; abstracts. C. B. P. Carvalho. East Underw 47:44 Mr 15 '46; Weekly Underw 154:744-5+ Mr 23 '46

Backs standardization of definitions, rules at Hemispheric conference; abstracts. A. M. Cerne. East Underw 47:18 My 17 '46; Nat Underw 50:4 My 16 '46

Blacklist suspension may open up some new fields. Nat Underw 50:40 O 24 '46

Brisk demand expected among foreigners for life insurance in U.S. companies. Weekly Underw 153:1426 D 15 '45

Carrying ball into far corners of earth. F. L. Brokaw. Weekly Underw 154:6 Ja 5 '46

Dept. of commerce Insurance division chief, Jerome Sachs, starts series of conferences with insurance company executives. East Underw 47:1+ Mr 1 '46

Dept. of commerce to aid insurance expansion abroad. Nat Underw 50:1+ F 21 '46; Same abr. Nat Underw (Life ed) 50:2+ F 22 '46

Exporting British insurance. Economist 151: 502+ S 28 '46

Foreign expansion ahead. A. E. Gilbert. Nat Underw 49:2 D 27 '45

Foreign insurers; group in which British and Scotch capital predominates has weathered war well. Bsns W p78 D 8 '45

Insurance aim; U.S. companies want business in Latin America. Bsns W p46+ F 2 '46

Program of Insurance division of Office of international trade, Department of commerce. J. Sachs. Weekly Underw 155:958-9 O 19 '46

Swiss-German insurance litigation brings up issue of liability of head offices for foreign operations. Weekly Underw 154:1652+ Je 29 '46

Urges U.S. insurers to tackle problem of insuring U.S. tourists in Latin America. V. Lemmon. Nat Underw 49:42 N 15 '45

**Forms, blanks, etc.**

Ask more time for acting on blanks changes; five industry groups complain of retro-active procedure. Nat Underw 50:5+ Je 13 '46; Same. Nat Underw (Life ed) 50:2+ Je 14 '46

Blanks committee decides upon important changes. Nat Underw 50:3 My 2 '46

Fire and casualty telescoped; proposed unified statement blank. T. F. Tarbell. Nat Underw 50:27+ O 24 '46; Excerpt. East Underw 47:35 O 25 '46

New Michigan rules on modification of applications in home offices. Nat Underw 50: 20 O 31 '46; Same. Nat Underw (Life ed) 50:4 N 1 '46

Standardizing daily report form points to policy face revisions. Nat Underw 50:1 Ag 1 '46

**Investments**

California limitation on investments; ruling by Attorney general. Nat Underw 50:6 Ag 1 '46; Same. Nat Underw (Life ed) 50:13 Ag 2 '46

**Valuation**

Defer preferred stock valuation action; Commissioners group recommends oil production loan procedure. Nat Underw (Life ed) 50:3+ My 31 '46; East Underw 47:1+ My 31 '46; Weekly Underw 154:1403 Je 1 '46

Opposition hits stock valuation reserve proposal; attacked as impairing capacity, dividend-paying ability, general standing; hearing before NAIC committee. Nat Underw 50:4+ My 23 '46

Tighten yield test for amortizable bonds still further; N.A.I.C. action brings level of return close to ultimate goal. Nat Underw 50:4+ Je 13 '46; Same. Nat Underw (Life ed) 50:4+ Je 14 '46

Urge new basis for valuation of preferred stocks; life men ask that N.A.I.C. offset drastic value shifts. G. N. Emory. Nat Underw (Life ed) 50:3+ My 24 '46

**Management**

Aid to executive wisdom; review of Insurance as interstate commerce by E. W. Sawyer. C. G. Hale. Spectator (Property ed) 11:10-14 Mr 14 '46; Same. Spectator (Life ed) 153:6-8+ Ap '46

Directing company office systems full time job. R. A. Taylor. Nat Underw (Life ed) 50:4 S 27 '46

Fire insurance management holds the key to progress. C. F. Rupprecht. Spectator (Property ed) 11:10-14+ N 8; 10-14+ D 6 '45

Home office management. G. Edwards. East Underw 47:47 My 24 '46

Home office underwriting after year of peace-time conditions. A. P. Morton. East Underw 47:26 pt 2 O 4 '46

Insurance company office machines. N. H. Wilson. East Underw 46:34+ D 14 '45

Management progress in fifty years. R. M. Green. East Underw 47:3+ S 27 '46

Many problems confront company executives. Nat Underw 49:5+ N 29 '45

Organization, executive capacity and progress. H. A. Hopf. Advanced Management 11:34-47, 69 Ja '46

See also Life office management association

**Multiple line writing**

American expansion to foreign lands; multiple line underwriting is solution; attack on N.Y.'s Appleton rule predicted. East Underw 46:107 D 14 '45

Appleton rule held arbitrary by mutuals. Weekly Underw 154:619 Mr 9 '46

Dineen bars request on Appleton rule; turns down fire mutuals. East Underw 47:16 Ja 11 '46



# INSURANCE companies—Multiple line writing

—Continued

Extend plan of classifying fire, marine, casualty; N.A.I.C. fire and marine committee. Nat Underw 49:28 D 6 '45

How industry would sort insurance lines; fire, marine and casualty classification. Nat Underw 49:3+ D 13 '45

Massachusetts multiple line law in effect Aug. 9. East Underw 47:32 Je 14 '46; Nat Underw 50:36 Je 13; 4 Je 27 '46

Multiple line bills hotly debated in New York. Nat Underw 50:4 Mr 7 '46

Multiple-line underwriting bills are introduced in New York state; with text. Spectator (Property ed) 11:34+ F 14 '46

Multiple powers proposals growing in acceptance; abstracts. J. S. Hamilton, Jr. East Underw 46:36+ D 21 '45; Nat Underw 49:36 D 20 '45

Multiple recommendations asked by Diemand committee. Weekly Underw 154:378 F 9 '46

On the march to multiple line writing; abstracts. J. A. Diemand. Nat Underw 50:1+ Ja 31 '46; Weekly Underw 154:249+ Ja 26 '46; East Underw 47:18+ Ja 26 '46; Management R 35:102-3 Mr '46

Pleads cause of multiple line underwriting. S. B. Hopps. Nat Underw 50:5 Ap 4 '46

Recommendations made to commissioners by fire and marine committee; industry-wide classification plan; abstracts. Weekly Underw 153:131+ D 8 '45; East Underw 46:18+ D 7 '45

Risk research institute presents multiple bills; New York measures based upon recommendations of Diemand committee. Weekly Underw 154:369+ F 9 '46; Same cond. East Underw 47:19 F 8 '46; Abstract. Nat Underw 50:3 F 7 '46

## Officials

Barbour to retire as U.S. manager of Northern assurance co.; Patton succeeds to head post. East Underw 47:1+ J1 12 '46

Brief review of events occurring in 1945; official changes; death roll. pors Weekly Underw 154:124-30, 131-4 Ja 5 '46

Changes in executive direction of Royal, Globe and Eagle indemnity companies. East Underw 47:28-9 Je 28 '46

Connecticut Mutual Life promotions. East Underw 47:3 O 25 '46

Culver chairman, Christensen America Fore president. Nat Underw 50:1+ Je 27 '46

Culver chairman; Christensen president; America Fore advances two chief executives. C. Axman. East Underw 47:17-18 Je 21 '46

Equitable Society head office changes. C. Axman. pors East Underw 47:3+ Mr 1 '46

Falk and Black made assistant U.S. managers Royal-Liverpool group. East Underw 46:1 D 28 '45

Hebert president, Cruttenden chairman of Springfield fire & marine. Nat Underw 50:4+ Mr 14 '46

Home office promotions at Mutual Benefit. East Underw 47:3+ Ag 9 '46

McConney Bankers Life president; Nollen chairman. Nat Underw (Life ed) 50:1+ Ap 12 '46

Many promotions at State Mutual Life. pors East Underw 47:3+ F 22 '46

Mutual Benefit Life executive changes. pors East Underw 47:3-4 Ja 25 '46; Nat Underw (Life ed) 50:1+ Ja 25 '46

Prudential names three new second vice-presidents; new industrial division. pors Weekly Underw 153:1162 N 17 '45

Shanks Prudential president; D'Olier chairman. pors East Underw 47:3+ Ja 4 '46; Nat Underw (Life ed) 50:1+ Ja 4 '46

## Public relations

Financial editor suggests life companies explain their operations to policyholders. L. Gould. Weekly Underw 154:964 Ap 13 '46

Industry acceptance basic in public relations. H. J. Johnson. Weekly Underw 152:1110 N 10 '45

Letters to policyholders vital in public relations. Nat Underw (Life ed) 50:11+ J1 19 '46

New public interest in insurance being met; expanded public relations campaign of National Board reaching entire business; abstracts. E. Ewing. East Underw 47:1+ My 3 '46; Weekly Underw 154:1113+ My 4 '46; Nat Underw 50:1 My 2 '46

New public relations plan in surety field. D. Porter. East Underw 47:44 My 17 '46

Penn Mutual sets up policyowners bureau. East Underw 47:14 Je 28 '46

Public relations program of National Board made important progress during year. East Underw 47:17 My 31 '46

Public relations programs must be continuous and strong; Pittsburgh address. H. G. Helm. East Underw 47:20 Mr 8 '46; Excerpts. Nat Underw 50:13 Mr 7 '46

U.S. now public's potent spokesman; aspects of public relations. J. A. Diemand and G. G. Traver. Nat Underw 50:9+ My 16 '46

Urges trustee attitude to better serve public; abstracts. H. J. Johnson. Weekly Underw 154:1438 Je 1 '46; East Underw 47:9 My 24 '46

What a city editor thinks about insurance; business could be franker with newspapers in handling news; abstracts. C. V. Cefola. East Underw 47:4+ N 1 '46; Weekly Underw 155:1025 O 26 '46

What's wrong with insurance. W. W. Clement. Spectator (Property ed) 12:14-15 J1 11 '46

## Real estate operations

See also

Insurance, Life—Real estate operations

## Receiverships

Detroit Life receivership dissolved after 10 years. East Underw 46:13 N 30 '45; Nat Underw (Life ed) 49:13 N 30 '45

Ernest Palmer's order of 13 years ago knocked out; court orders Illinois national casualty stock returned to Reiter. Nat Underw 50:26+ Mr 14 '46

Public officials honor General American for carrying out Missouri State promises. East Underw 47:3+ My 3 '46; Nat Underw (Life ed) 50:1+ My 3 '46

Receiver files report in Central Mutual case. Nat Underw 50:21+ Mr 28 '46

Trucker can't dodge Central Mutual levy; assessment of \$9,280 against Iowa assured upheld by federal court. Nat Underw 50:26+ Mr 14 '46

## Records

Insurance accountants urged to use punched card system. Nat Underw (Life ed) 50:7 My 17 '46

Micro-filming of insurance records. L. C. Wesender. East Underw 47:41 My 17 '46

Northwestern Mutual's microfilming; used in problems of file control, destruction of records and provision against catastrophe hazard; inventions of actuary E. G. Fassel. East Underw 47:16 Ap 12 '46

Penn Mutual develops new rating system; develops studies of business sold. East Underw 47:6 My 31 '46

## Regulation

A. & H. bureau enunciates position on regulation; treats policy provisions and advertising; claim practices, rates. Nat Underw 50:28+ My 2 '46; Same. Nat Underw (Life ed) 50:2+ My 3 '46

A. & H. regulatory bill without rate control offered; Conference submits comprehensive legislation to all-industry group. Nat Underw 50:27+ O 24 '46; Nat Underw (Life ed) 50:2+ O 25 '46; East Underw 47:31+ O 25 '46; Weekly Underw 155:1005+ O 26 '46

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Expert evidence	legislation
Food laws and legis-	Petroleum laws and
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Insurance law	Salesmen—Law
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Color	Photometry
Daylight	Radiation
Depolarization (light)	Radioactivity
Dyes, Fastness of	Reflection (optics)
Eye	Refractive index
Fluorescence	Rubber, Effect of
Glare	light on
Lighting	Spectrum
Luminescence	Stroboscopic instru-
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Daylight

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Airplanes

Airports

Barracks

Drafting rooms

Electric plants (cen-

tral stations)

Factories

Jewelry stores

Machine shops

House lighting

Light projection

Lighting fixtures

Mine lighting

Office lighting

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Windows

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Railroads

School buildings

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Textile mills

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Factories—Lighting

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Mine lighting

Store buildings—

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Textile mills—

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Airplane engines—  
Fuel  
Automobile engines—  
Fuel  
Automotive fuel

Benzol (commercial benzene)  
Coal liquefaction  
Diesel engines—Fuel  
Fischer-Tropsch process

Gasoline  
Internal combustion engines—Fuel  
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Liquefied petroleum gas  
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**Viscosity***See* Viscosity

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- |                              |                  |
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| Manufacture                               | Hard facing             |
| Bearings—Manufacture                      | Honing                  |
| Broaching                                 | Indexing (machine work) |
| Centering (machine work)                  | Inspection              |
| Chucks                                    | Lapping                 |
| Cylinders (engines, etc.)—Manufacture     | Lathes                  |
| Dies                                      | Machine shop management |
| Diesel engines—                           | Machine tools           |
| Manufacture                               | Machinery               |
| Drafting room practice                    | Metal cutting           |
| Drilling and boring (metal working, etc.) | Metal finishing         |
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|   | Rolling (metal work)    |
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Chucks

Jigs

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Broaching  
Centering (machine work)

Dividing (machine work)

Drilling and boring (metal working, etc.)

Grinding

Honing

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Machine shop practice

Metal cutting

Milling

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Manufacture

Machinery—Manu-

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Machine shops—Em-

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*See also*

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**MACHINERY**

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Agricultural machinery  
Assembling methods  
Auger machines  
Balancing machines  
Balancing of machinery  
Bearings  
Belting  
Bolts and nuts  
Bottle making machinery  
Brickmaking machinery  
Calculating machines  
Casting machines  
Centering machines  
Coal mining machinery  
Conveying machinery  
Cotton machinery  
Couplings  
Cranes, derricks, etc.  
Cranks shafts  
Crushing machinery  
Cylinders (engines, etc.)  
Diesel engines  
Dividing machines  
Drilling and boring machinery  
Electric machinery  
Electric welding machines  
Excavating machinery  
Fans, Mechanical  
Feed mechanism  
Filling machines  
Fish filleting machine  
Fits (machinery)  
Flotation machines  
Foundry machinery  
Friction  
Gear cutting machines  
Gearing  
Governors (machinery)  
Grinding machines  
Harvesting machinery  
Hoisting machinery  
Hydraulic machinery  
Hydraulic presses  
Internal combustion engines  
Jigs  
Keys and keyways (machinery)  
Knitting machines  
Labeling machines  
Lathes  
Locomotives  
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Lubrication and lubricants  
Machine shop practice  
Machine tools  
Machinery industry  
Marking machines  
Mechanical engineering  
Mechanical handling  
Metal working machinery  
Milling machines  
Mining machinery  
Molding machines  
Nailing machines  
Packaging machinery  
Packing  
Paper making machinery  
Paving machines  
Pins, Machinery  
Pneumatic conveying  
Pneumatic machinery  
Power transmission  
Presses  
Printing machinery  
Printing presses  
Pulleys  
Pumping machinery  
Pumps  
Railroads—Track making machinery  
Refrigeration and refrigerating machinery  
Road making machinery  
Rock drills  
Rolls  
Rubber machinery  
Screw machines  
Shafting  
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Steam turbines  
Swaging machines  
Texting machines  
Textile machinery  
Threading machines  
Tools  
Tractors  
Trenching machinery  
Turbines  
Valves  
Wire forming machines  
Woolen and worsted machinery

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Drafting room practice Machine tools—Design  
Gearing—Design Machinery, Kinematics of  
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Machine parts

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*See* Metal protection

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Market statistics

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- Advertising  
Airport market  
Basement stores  
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- Brokers  
Canvassing  
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Containers  
Dealer helps



**MARKETING—See also—Continued**

Dealer relations  
 Display of merchandise  
 Distribution (economics)  
 Exhibits  
 Export trade—Marketing  
 Factors  
 Farm market  
 Food brokers  
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 Industrial market  
 Institutional market  
 Jobbers  
 Mail order business  
 Manufacturers' agents  
 Market stores

Merchandizing  
 Post exchanges  
 Price policies  
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 Products, New  
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Department stores—  
Management  
Display of merchandise

Electric apparatus  
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Merchandizing  
Exhibits  
Fashion  
Five- and ten-cent  
stores

Gas industry—Merchandizing  
Gasoline service stations—Side line selling

Mail order business  
Marketing

Models (in merchandizing)  
Package goods

Premiums (merchandizing)  
Price policies  
Purchasing

Rental plans (merchandizing)

Retail trade  
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|-------------------|----------------|
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| Bearings—Cleaning | Sand blast     |
| Castings—Cleaning | Steel—Cleaning |

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- |                                   |                      |
|-----------------------------------|----------------------|
| Broaching                         | Machine work         |
| Cutting off machines              | Milling              |
| Cutting tools                     | Milling cutters      |
| Drilling and boring               | Oxyacetylene cutting |
| (metal working, etc.)             | Pipe cutting         |
| Electric cutting                  | Saws, Metal working  |
| Gear cutting                      | Screw machines       |
| Grooving                          | Shears (machines)    |
| Lubrication and                   | Steel cutting        |
| lubricants (cutting and grinding) | Thread cutting       |
| Machine tools                     | Threading machines   |
|                                   | Tool steel           |

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- Wire drawing

**METAL fabrics.** See Textile fibers, Metallic

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**See also**

- |                      |                         |
|----------------------|-------------------------|
| Aluminum—Finishing   | Metal coloring          |
| Grinding             | Pickling (metals)       |
| Honing               | Polishing               |
| Lacquer and lacquer- | Polishing, Electrolytic |
| lapping              | Steel—Finishing         |
| Metal cleaning       |                         |

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**See also**

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Nickel foil  
Radium foil

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Metallurgical plants  
Metals  
Nickel metallurgy  
Open hearth process  
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Lead

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Mines and mineral resources  
Molybdenum  
Monel metal  
Nickel  
Ore deposits  
Pickling (metals)  
Plastic materials—  
Joining to metal  
Platinum metals  
Potassium  
Radium  
Rare earth metals  
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Sheet metal  
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Steel  
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*See also*

Death, Presumption of

#### MISSISSIPPI

*See also*

Geology—Mississippi

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|----------------|-----------------|
| Agitators      | Concrete mixers |
| Banbury mixers | Dough mixers    |

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- |                      |                      |
|----------------------|----------------------|
| Buffer mixtures      | Liquids              |
| Inflammable mixtures | Solution (chemistry) |

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Mobile, Alabama

**Industries**

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Airplane models	Hydraulic models
Airships—Model test- ing	Models, Plastic
Architectural models	Piping—Models
	Railroads—Models
	Roads—Models

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Evaporation	Soil moisture
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Humidity	Vegetables, Dried— Moisture content
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Resinous products  
Tableware, Plastic

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Molding machines  
(for plastics)

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Nylon—Molding

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Fungi  
Mildew  
Penicillium

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 Trolley buses

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Diesel engines, Automotive	Railroads—Motor vehicle auxiliaries
Electric vehicles	Taxicabs
Highway transportation	Tractors
Motor buses	Trailers
Motor cars (rail-road)	Trolley buses

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- NATIONAL automobile and casualty insurance company**  
Coast company would lose license for six months; California deputy commissioner makes suspension demand. East Underw 47:30 Ja 18 '46
- NATIONAL automobile underwriters association**  
Committees appointed. East Underw 47:27 Jl 26 '46
- NATIONAL automotive fibres, inc.**  
Stock offered. Comm & Fin Chr 163:2160 Ap 22 '46
- NATIONAL aviation clinic.** See Aeronautics, Commercial
- NATIONAL aviation council (proposed)**  
Spokesman for AAF plead for air board. Aviation N 5:9-10 Je 10 '46
- NATIONAL aviation trades association**  
Campaign begun to revitalize NATA. W. Kroger. Aviation N 5:13 F 18 '46
- NATIONAL banks.** See Banks and banking, National
- NATIONAL battery company**  
Sales drop likely. Barron's 25:8 D 24 '46
- NATIONAL biscuit company**  
Cuts out half its lines. Barron's 26:6 Je 17 '46
- Thumbnail stock appraisal.** Mag of Wall St 78:750 S 28 '46
- NATIONAL board of fire underwriters**  
Annual meeting, 80th, New York, May 23. East Underw 47:14+ My 24; 17 My 31 '46; Nat Underw 50:14+ My 23 '46; Weekly Underw 154:1341+ My 25 '46; Spectator (Property ed) 11:18 My 23 '46
- Marks 80 years service.** il Spectator (Property ed) 11:19 My 23 '46
- New chairmen.** East Underw 47:16 Je 21 '46; Same. Weekly Underw 155:18 Jl 6 '46
- NATIONAL bureau of standards.** See United States—Standards, National bureau of
- NATIONAL bus communications, inc.**  
Bus radio central; enables drivers to talk with each other and with terminals. il Bsns W p42+ My 18 '46
- NATIONAL bus traffic association**  
Annual meeting, 11th, Chicago, May 20. Bus Transportation 25:50b-50d Je '46
- NATIONAL butane-propane association**  
Meeting, 1st, Chicago, Sept. 21-25. Chem & Eng N 24:2783 O 25 '46
- NATIONAL cannery association**  
Food processors hold first postwar meeting. Food Ind 18:376+ Mr '46
- NATIONAL cemeteries.** See Cemeteries, National
- NATIONAL central library.** See London—National central library
- NATIONAL citizens' political action committee**  
No P.A.C. test. Bsns W p102+ N 24 '46
- School of political action offers students comprehensive curriculum.** Steel 119:78 Jl 8 '46
- NATIONAL city bank of New York**  
Report to stockholders. G. S. Rentschler. Comm & Fin Chr 163:293 Ja 17 '46
- NATIONAL city lines, inc.**  
Fitzgerald; big name in buses. Bsns W p70+ Jl 20 '46
- Newcomers on the Stock Exchange.** W. A. Howell. Mag of Wall St 78:782 S 28 '46
- Roy Fitzgerald talks for National; interview with C. W. Stocks.** il maps Bus Transportation 25:48-53 S '46
- NATIONAL coal association**  
Annual meeting, Cleveland, March 14-15. Coal Age 51:130+ Ap '46
- NATIONAL concrete burial vault association**  
Annual meeting, St Louis, June 12-14. Rock Prod 49:126+ Jl '46
- NATIONAL concrete masonry association**  
Annual meeting, 26th, Chicago, March 12-14. Rock Prod 49:151-60 Ap '46; Concrete 54: 10-12+ Ap '46
- Executive committee meeting, Denver, Sept. 13.** Concrete 54:25 O '46
- NATIONAL confectioners association**  
Annual convention, 63d, Chicago, June 24-27. Food Ind 18:1224+ Ag '46
- NATIONAL conference of lawyers and certified public accountants**  
National conference of lawyers and certified public accountants. D. F. Maxwell and W. Charles. J Account 81:120-6 F '46
- NATIONAL conference on labor legislation**  
Conference, 12th, Washington, Dec. 5-6. Mo Labor R 62:254-7 F '46
- NATIONAL conservation bureau**  
Accident prevention went to war, J. H. Harvey. East Underw 46:92+ D 14 '46
- NATIONAL co-operatives, inc.**  
Co-ops make big plans for the future. E. Lamm. il Nat Pet N 38:32-4 Ja 30 '46

- NATIONAL cottonseed products association**  
Annual convention, 15th, New Orleans, May 20-22, Oil Paint & Drug Rep 149:7+ My 27 '46
- NATIONAL council for stream improvement (of the pulp, paper and paperboard industries)**  
Activities of the National council for stream improvement, inc. H. W. Gehm, 11 Water & Sewage Works 93:289-93 J1 '46
- NATIONAL council of salesmen's organizations**  
Salesmen's council formed. Ptr Ink 214:109 Mr 29 '46
- NATIONAL crushed stone association**  
Annual meeting, 29th, Cincinnati, Jan. 28-30. Rock Prod 49:64-73+ Mr '46  
Directors meeting, New York, July 18-19. Rock Prod 49:76-7+ S '46
- NATIONAL cylinder gas company**  
Thumbnail stock appraisal. Mag of Wall St 78:88 Ap 27 '46
- NATIONAL dairy products corporation**  
Debentures offered. Comm & Fin Chr 162:2949 D 17 '45  
National Dairy Products expansion. Barron's 26:1+ S 9 '46  
Thumbnail stock appraisal. Mag of Wall St 78:752 S 28 '46
- NATIONAL department stores corporation**  
New sales peak. Barron's 26:13 My 13 '46
- NATIONAL distillers products corporation**  
Stock sold. Comm & Fin Chr 163:2010 Ap 15 '46
- NATIONAL distribution council**  
Distribution council formed by Wallace. Oil Paint & Drug Rep 150:3 Ag 19 '46  
Government and business get together to improve distribution methods. Sales Management 57:58-9 S 1 '46  
Wallace names 29 men to Distribution council. Ptr Ink 216:92 Ag 23 '46
- NATIONAL district heating association**  
Annual meeting, 37th, Virginia Beach. Heating-Piping 18:100-4 J1 '46; Power 90:456 J1 '46
- NATIONAL drug trade conference**  
Annual meeting, Washington, D.C. Dec. 7. Oil Paint & Drug Rep 148:7+ D 17 '45
- NATIONAL economic council**  
To guard against inflation now, deflation later. Bsns W p7 Ag 3 '46
- NATIONAL electrical code**  
Digest of electric code changes. J. M. Evans. Elec West 97:84-6 S '46  
Index to the 1946 electric code. J. M. Evans. Elec West 97:72-4 Ag '46  
Some things 1946 code will contain. Elec West 95:90 N '45  
Summary of National electrical code changes of interest to light and power industry. Edison Elec Inst Bul 14:19-20+ Ja '46
- NATIONAL electrical contractors association**  
Annual meeting, Cleveland, Oct. 29-31. Elec World 124:130 N 10 '45  
Annual meeting, 45th, Atlantic City, Oct. 14-18. Elec World 126:78 O 26 '46
- NATIONAL electrical wholesalers association**  
Wholesalers' committees aid industrial marketing. C. G. Pyle. Ind Marketing 30:46+ O '45
- NATIONAL farm chemurgic council**  
Annual conference, 11th, St Louis, March 18-20. Chem & Eng N 24:900-1+ Ap 10 '46  
Annual conference, 11th, St Louis, March 18-20. Oil Paint & Drug Rep 149:4 Ap 1 '46
- NATIONAL farm institute**  
Corn belt fumes. Bsns W p21-2 F 23 '46
- NATIONAL farmers union**  
Homeward bound. Bsns W p40 J1 20 '46
- NATIONAL federation of sales executives**  
Officers. Sales Management 56:138 Je 1 '46  
Recap of action taken at the annual meeting. Sales Management 56:68-9 Je 15 '46  
Roving camera man's report on the N.F.S.E. meeting. 11 Sales Management 56:70-2+ Je 15 '46  
Sales executive group to coordinate work of distribution organizations. Ptr Ink 214: 90 Ja 4 '46
- NATIONAL federation of telephone workers**  
Design for unity; telephone workers' federation moves toward tighter control over its 47 member unions. Bsns W p2+ J1 27 '46  
N.F.T.W.'s coup; settlement obtained from Western Electric, Bell Telephone, and A.T.&T. Bsns W p96-7 Mr 16 '46  
Telephone strike set. Bsns W p97 Mr 2 '46
- NATIONAL fertilizer association**  
Annual convention, 21st, French Lick, Ind. June 10-12. Chem & Eng N 24:1803 J1 10 '46; Oil Paint & Drug Rep 149:3+ Je 17 '46  
Annual southern convention, 19th. Oil Paint & Drug Rep 148:7+ N 26 '45
- NATIONAL fire protection association**  
Achievements in 50 years. P. Bugbee. East Underw 47:26 Ap 5 '46  
Annual meeting, 50th, Boston, June 3-7. Nat Underw 50:2+ Je 6; 10 Je 13 '46  
Association at new peak in 1945. P. Bugbee. Weekly Underw 154:322 Ja 5 '46  
Celebrates fiftieth anniversary. Ind Stand 17:170 J1 '46  
Fifty years of public service. P. Bugbee. 11 Nat Safety N 54:94-5 O '46  
Marks golden anniversary. Spectator (Property ed) 11:44 Je 13 '46  
President's address at golden anniversary meeting. R. E. Vernor. Weekly Underw 154:1482-3 Je 8 '46
- NATIONAL fire waste council**  
Reorganized; comes under U.S. Chamber jurisdiction. Nat Underw 50:8 N 7 '46
- NATIONAL food research institute (proposed)**  
Food research institute proposed. Comm & Fin Chr 163:1984 Ap 11 '46
- NATIONAL fraternal congress of America**  
Annual convention, 59th, Chicago, Nov. 28-30. Nat Underw (Life ed) 49:1+ N 30; 28-40 D 7 '45; Weekly Underw 153:1290-1 D 1 '45  
Annual convention, 60th, Chicago, Oct. 21-24. Nat Underw (Life ed) 50:32-44 O 25; 22 N 1 '46  
President's report. F. Newberry. Weekly Underw 153:1288-9 D 1 '45
- NATIONAL graphic arts education association**  
Educators hold annual conference. Inland Ptr 117:71 J1 '46
- NATIONAL gypsum company**  
Almost three-quarters of big National Gypsum expansion in South. 11 Manuf Rec 114:44-5+ N '45  
Company founded on sales policies sticks to them after 20 years. 11 Sales Management 56:46+ My 1 '46  
National Gypsum reaches out. Bsns W p60-2 J1 27 '46
- NATIONAL housing agency**  
NHA more exacting than military in wartime. G. A. Browning. Barron's 26:3 O 7 '46
- NATIONAL illumination committee of Great Britain**  
Members, officers, annual report for 1945. Light & Lighting 39:46-8 Mr '46
- NATIONAL industrial advertisers association**  
Annual conference, 23d, Atlantic City, Ind Marketing 31:29-31+ J1 '46; Ptr Ink 215:38 Je 28 '46  
Annual conference, 23rd, Atlantic City, June 20-22; program. Ind Marketing 31:136+ Je '46  
NIAA adopts long range program to strengthen professional status of industrial advertising men. W. L. Witt. Ind Marketing 31:37+ O '46  
NIAA conference; photographs. Ptr Ink 215: 34-5 Je 28 '46  
New officers and organizational changes voted in at directors' meeting. Ind Marketing 30: 158+ N '45
- NATIONAL industrial sand association**  
Annual meeting, 11th, Hot Springs, Va, May 15-16. Rock Prod 49:124+ Je '46  
Board of directors semi-annual meeting, Hot Springs, Va. Nov. 8-9. Rock Prod 48:128+ D '45
- NATIONAL industrial traffic league**  
Annual meeting, 38th, Chicago, Ry Age 119: 933+ D 8 '45  
Sets forth its principles for I.C.C. regulation of all transport. Ry Age 120:245-7 Ja 26 '46

**NATIONAL labor relations act.** See Labor laws and legislation—United States

**NATIONAL labor relations board**

Clarifies ruling on a former or a substantially equivalent position. Bsns W p98+ F 23 '46

Foremen unionization encouraged by NLRB. Iron Age 157:150+ My 9 '46

Foremen's league charges NLRB decisions encouraging unionization of management. Steel 118:52 Ap 22 '46

NLRB fettered; law requires Board to conduct strike vote. Bsns W p100+ N 17 '45  
NLRB under attack again. Bsns W p87 Je 29 '46

New NLRB member quit Wall Street for steel mill. Bsns W p80 Je 22 '46

Recent decisions of interest to labor. Published in monthly numbers of Monthly labor review

**NATIONAL lime association**

Annual meeting, 28th, Hot Springs, March 28-30. Rock Prod 49:71-4+ My '46

**NATIONAL lubricating grease institute**

Annual meeting, 14th, Chicago, Sept. 30-Oct. 2. Nat Pet N 38:19+ O 9 '46

Annual meeting, 14th, Chicago, Sept. 30-Oct. 2; abstracts of papers. Oil & Gas J 45:135 O 19 '46

**NATIONAL machine tool builders' association**

Annual meeting, 45th, Quebec, Oct. 7-9. Am Mach 90:150-2 O 24 '46; Mach 53:196-7 N '46; Steel 119:78-9 O 14 '46

Spring meeting, Atlantic City, April 16-17. Am Mach 90:148J-148L My 9 '46; Steel 118:54 Ap 22 '46

**NATIONAL machine tool distributors association**

Annual meeting, Cleveland, Nov. 19-20. Steel 117:67+ N 26 '45

**NATIONAL manufacture and stores corporation**

Preferred stock offered. Comm & Fin Chr 162:2275 N 12 '45

**NATIONAL marine exposition**

National marine exposition to promote maritime industry; with list of exhibitors. plans Marine Eng 51:90-9 My '46

**NATIONAL maritime union of America**

Maritime Union remodels group of buildings into efficient national and local headquarters in New York city. Il plans Arch Forum 84:123-4 My '46

**NATIONAL mediation board**

1945 fiscal report. Ry Age 120:584+ Mr 16 '46

**NATIONAL metal congress**

Congress, 27th, Cleveland. Iron Age 157:61-5 F 14 '46

Congress, 28th, Atlantic City; technical programs. Steel 119:137-45 N 11 '46

National metal congress and exposition held at Cleveland. R. F. Gould. Il Chem & Eng N 24:775-8 Mr 25 '46

Some notes on the National metal congress and exposition. Il Metal Prog 49:526-9 Mr '46

Technical papers; abstracts. Steel 118:130-6 Ja 28 '46

Technical program, Feb. 4-8. Iron Age 157:56-9 Ja 31 '46; Materials & Methods 23:169+ Ja '46; Metal Prog 49:67-9 Ja '46; Steel 118:128-9+ Ja 28 '46

**NATIONAL metal exposition**

Exhibitors; list. Iron Age 157:59-73 Ja 31 '46; Materials & Methods 23:177-8 Ja '46; Metal Prog 49:70-4 Ja '46; plans Steel 118:138-42 Ja 28 '46

Exhibitors list; floor plans. Steel 119:145-9 N 11 '46

Improved working conditions brought out by metal show exhibits. G. Hubbard. Il Steel 118:63-5 F 11 '46

Metal show sets stage for peacetime processing. Il Am Mach 90:144 1-144n F 28 '46

Old fashioned selling returns to Cleveland metal exposition. W. B. Fiske. Il Ind Marketing 31:38-40+ Mr '46

Wartime developments revealed at the National metal exposition. J. Geschelin. Automotive & Aviation Ind 94:35+ Mr 1 '46

**NATIONAL metal trades association**

Annual meeting, 46th, Cleveland. Steel 117:66-7 N 26 '45

**NATIONAL museum.** See United States—National museum

**NATIONAL Negro insurance association**

Annual convention, New York. East Underw 47:12 JI 19 '46; Nat Underw (Life ed) 50:3+ JI 19 '46

**NATIONAL oil products company**

Expands plants. Barron's 26:8 Ja 14 '46  
Investment securities for capital building. Mag of Wall St 78:150+ My 11 '46

**NATIONAL paint salesmen's association**

Annual convention, 6th, Atlantic City, Oct. 18-20. Paint Oil & Chem R 109:7 O 31 '46  
Program for the year 1946. H. T. Tallon. Paint Oil & Chem R 108:82 N 1 '45

**NATIONAL paint, varnish and lacquer association**

Convention-at-home program. Paint Oil & Chem R 108:5-7 N 1 '45  
1946 committees appointed. Paint Oil & Chem R 109:36+ Ap 18 '46

**NATIONAL paper trade association**

Annual meeting, 43d. Paper Tr J 122:7-8+ Ap 4 '46  
Fall meeting, Chicago, Oct. 17-19. Paper Tr J 123:9-10 O 24 '46

**NATIONAL parks and reserves**

**United States**

New park policy? Government services, inc., as manager of public recreation area at Fontana dam, N.C. Il Bsns W p32+ Je 1 '46

**See also**

Okefenokee swamp park

**NATIONAL petroleum association**

Annual meeting, 44th, Atlantic City, Sept. 13-20. Nat Pet N 38:11-14 S 25 '46; Oil & Gas J 45:55-6 S 28 '46

Semi-annual meeting, 43d, Cleveland, April 18-19. Oil & Gas J 44:94-5 Ap 27 '46; Nat Pet N 38:11-14+ Ap 24 '46; Chem & Eng N 24:1202-3 My 10 '46

**NATIONAL petroleum council**

All branches of industry represented; list of oil men invited to serve. Nat Pet N 38:3-4 Je 19 '46

Eighty-five industry officials named to OGD council; list. H. D. Ralph. Oil & Gas J 45:56 Je 22 '46

Hallanan named temporary OGD chairman; permanent organization plans under way. H. D. Ralph. Oil & Gas J 45:56-7 Je 29 '46

NPC meets to organize; texts of letters on anti-trust situation. Nat Pet N 38:11-12 S 18 '46

NPC ok's organization; adopts rigid restrictions. Nat Pet N 38:11-14 O 2 '46

NPC to mark time pending further clearance on antitrust; group's aims, texts of letters on Council exchanged between Interior and Justice dept. H. Yocom. Nat Pet N 38:4-6 Je 26 '46

Quarterly meeting, Washington, Sept. 26: Oil & Gas J 45:40 O 5 '46

**NATIONAL petroleum news (periodical)**

25 years ago these oil men first subscribed to NPN; certificates honor a quarter century of readership. Nat Pet N 38:30-1+ Ag 21 '46

**NATIONAL physical laboratory, Teddington.**

See Great Britain—National physical laboratory, Teddington

**NATIONAL power and light company**

Distribution of common stocks of Birmingham electric co., Carolina power & light co. and Pennsylvania power & light co. Comm & Fin Chr 164:330 Ag 12 '46

Value of National Power assets rises; effect of New Pennsylvania common. Barron's 25:10+ D 10 '45

Value of National Power's distribution. Barron's 26:6 Ag 26 '46

**NATIONAL professional association of engineers, architects and scientists**

Engineering employees meet to form national agency. Eng N 137:487 O 17 '46

Professional bargaining units form national organization. Civil Eng 16:480 N '46

**NATIONAL protective insurance company of Kansas City**

Ex-partners feud; mail-order insurance. Bsns W p32 JI 13 '46



- NATIONAL provincial bank**  
Statement by the chairman. C. F. Campbell. Economist 150:152 Ja 26 '46
- NATIONAL railroad adjustment board**  
Adjustment board decisions. Ry Age 120:489 Mr 2 '46
- NATIONAL railways of Mexico**  
External holders of Mexican rail bonds receive offer. Comm & Fin Chr 163:1571 Mr 25 '46
- NATIONAL ready-mixed concrete association**  
Annual meeting, 16th, Cincinnati, Jan. 23-25. Rock Prod 49:82-9 F '46  
Board meeting, Chicago, Oct. 18-19. Concrete 53:18-19 N '45  
Board meeting, Chicago. Concrete 54:12 S '46  
Directors' meeting, Chicago, Oct. 18-19. Rock Prod 48:102+ N '45
- NATIONAL real estate foundation**  
Completes its staff. Am Bld 68:150 Mr '46  
Meeting, Washington, Oct. 16-17. Am Bld 67:118+ N '45  
Property owners' organization invites membership. A. W. Binns. Am Bld 68:93 Ja '46
- NATIONAL reclamation association**  
Ickes challenged. Bsns W p64 D 1 '45
- NATIONAL registry of rare chemicals**  
National registry of rare chemicals. F. Knock. Chem & Eng N 24:2173 Ag 25 '46
- NATIONAL research corporation**  
New quarters. Chem & Eng N 24:1074 Ap 25 '46
- NATIONAL research council**  
Committee on the growth of the National research council. P. S. Owen. Science 102:499-500 N 16 '45  
Fellowship appointments for the academic year 1946-47. Science 104:13 JI 5 '46  
Important changes in organization. Science 104:10+ JI 5 '46  
Pacific science conference, Washington, June 6-8. Science 104:349 O 11 '46
- NATIONAL research council of Canada**  
Twenty-eighth annual report, 1944-1945. 40p  
National research council of Canada, Ottawa '45
- NATIONAL resources planning board**  
Federal power commission and National resources planning board. R. M. Lawrence and L. A. Monroe. Chem Ind 58:967-9 Je '46
- NATIONAL retail dry goods association**  
Annual convention, New York. Bsns W p77-8 Ja 19 '46
- Vendor relations committee**  
Trade relations and work of the Vendor relations committee of the N.R.D.G.A. I. D. Wolf. J Retailing 21:131-3+ D '45
- NATIONAL roster of scientific and specialized personnel**  
Returning veterans and displaced war workers offered help. Science 103:80-1 Ja 18 '46  
Technical manpower distribution shown by Roster figures. Chem Ind 58:69 Ja '46
- NATIONAL rural electric cooperative association**  
Annual meeting, 4th, Buffalo. Elec World News ed 125:5-6 Mr 9 '46
- NATIONAL safety council**  
Annual meeting, Chicago, Sept. 30-Oct. 1, officers, directors, trustees, executive board. Nat Safety N 52:10-15 N '45  
Executive board, 1945-1946; portraits. Nat Safety N 53:28-9 Ja '46  
Financial report, 1945. Nat Safety N 53:39 Ap '46  
Green cross for safety; National safety council's campaign for fund raising. Nat Safety N 53:24 F '46  
Keep it up; President Truman's letter; Council's report. Nat Safety N 52:69-70 O '45  
Labor enlists for safety; leaders to serve on NSC governing boards. Nat Safety N 54:101+ O '46  
NSC announces campaign for public support. Nat Safety N 53:18-19 Ja '46  
Services and activities. Refrig Eng 61:522+ Je '46
- Library**  
Story of the National safety council library. R. Parks. Special Lib 37:148-50 My-Je '46
- NATIONAL sand and gravel association**  
Annual meeting, 30th, Cincinnati, Jan. 22-24. Rock Prod 49:79-85 F '46  
Board meeting, Chicago, Oct. 18-19. Concrete 53:18-19 N '45  
Directors' meeting, Chicago, Oct. 18-19. Rock Prod 48:102+ N '45
- NATIONAL sanitary supply association**  
Annual convention, 23d, Chicago, May 26-29. Soap & San Chem 22:57 Je '46
- NATIONAL science foundation (proposed)**  
Army, navy strongly criticize patent provisions of science bill. W. Kroger. Aviation N 5:9 Ap 22 '46  
Committee for a National science foundation statement. Science 103:11 Ja 4 '46  
Compromise bill for a national science foundation; Kilgore-Magnuson bill. H. A. Meyerhoff. Science 103:192 F 15 '46  
Forum; material selected from testimony before House subcommittee on public health. H. W. Smith; H. A. Wallace; H. A. Meyerhoff; R. Chambers. Science 103:724-6+ Je 21 '46  
Further notes on science legislation. R. Chambers. Science 103:160-1 F 8 '46  
Great science debate; the atom touched off debate on national science policy. Il Fortune 33:116-21+ Je '46  
National science foundation and military-sponsored research. Science 104:368-9 O 18 '46  
National science foundation and the scientific worker. R. W. Gerard. Science 103:4-6 Ja 4 '46  
National science foundation bill reported to Senate for passage. Oil Paint & Drug Rep 149:3+ Ap 15 '46  
National science foundation; S. 1850, final Senate bill. H. A. Meyerhoff. Science 103:270-3 Mr 1 '46; Same. Mech Eng 68:358-9 Ap '46  
National science foundation; will it be a practical reality or a perpetual controversy? I. M. Kolthoff and M. B. Visscher. Science 103:104 Ja 25 '46  
New Kilgore-Magnuson bill; S. 1850. A. E. Cohn. Science 103:430-1 Ap 5 '46  
New research bills replace Kilgore and Magnuson bills; S. 1850 and S. 1777. Elec Eng 65:185-6 Ap '46  
Obituary: National science foundation, 1946. H. A. Meyerhoff. Science 104:97-8 Ag 2 '46  
On the floor of the Senate. H. A. Meyerhoff. Science 103:382 Mr 29 '46  
Outline of proposed national science foundation. Electronics 19:258+ Ja '46  
Policy battles back of the proposed research foundation. E. S. McBride. Chem & Met Eng 52:99-100 N '45  
Proposals for a National research foundation. Science 102:539-41 N 23 '45  
Report of the Engineering college research association's committee on legislation; digest of S. 1850. C. E. MacQuigg. J Eng Educ 36:579-86 My '46  
Report on science legislation. Physical society of Pittsburgh. Science 103:383-4 Mr 29 '46  
S. 1720. Science 103:39-45+ Ja 11 '46  
S. 1720 vs. S. 1777. H. A. Meyerhoff. Science 103:161-2 F 8 '46  
S. 1850 in the House. H. A. Meyerhoff. Science 104:48 JI 19 '46  
Safeguarding science in the NSF. M. W. Welch. Science 103:430 Ap 5 '46  
Science deadlock is being compromised. Bsns W p7 F 9 '46  
Science foundation; committee report. Chem & Eng N 24:1214 My 10 '46  
Science legislation; H.R. 6448. H. A. Meyerhoff. Science 103:687-8 Je 7 '46  
Scientists divided; another science foundation bill; H.R. 6448, introduced by W. D. Mills. W. Davis. Science 103:688 Je 7 '46  
Senate and S. 1850. H. A. Meyerhoff. Science 103:589-90 My 10 '46  
Statement by Senator Willis introducing a bill for a national science foundation; with text of S. 1777. Science 103:163-5 F 8 '46  
Statement concerning S. 1850; committee supporting the Bush report. Science 103:558 My 3 '46  
Text of the new Kilgore-Magnuson bill. Science 103:225-30+ F 22 '46

**NATIONAL science foundation (proposed)—***Continued*

Willis bill, S. 1777. Chem & Eng N 24:789  
Mr 25 '46

**NATIONAL security traders association**

Annual convention, 13th, Seattle, Sept. 17-19.  
Comm & Fin Chr 164:1541-3 S 26 '46  
Goals of NSTA, T. Graham. Comm & Fin  
Chr 164:1537+ S 26 '46

**NATIONAL service life insurance.** See Insurance, Military and naval service**NATIONAL skyway freight corporation**

Stock offered. Comm & Fin Chr 163:2584 My  
13 '46

**NATIONAL society for medical research**

Organized under sponsorship of the Association of American medical colleges. Science 104:225 S 6 '46

**NATIONAL society of professional engineers**

Statement. M. Albertson. Min & Met 27:404-5.  
Jl '46

**NATIONAL steel corporation**

Annual report. Comm & Fin Chr 163:1869  
Ap 8 '46

Ernest Weir refutes USWA statistics in report to employees. Iron Age 156:110 N 22 '45  
Thumbnail stock appraisal. Mag of Wall St 78:214 My 25 '46

**NATIONAL thrift week.** See Saving**NATIONAL vulcanized fibre company**

Securities offered. Comm & Fin Chr 162:2396-7 N 19 '45

**NATIONAL wage stabilization board**

Prices imperil wage pattern. Bsns W p98+  
Ag 24 '46

Stabilization setup changes; new tripartite agency takes over wage adjustment duties of old NWLB. Bsns W p90+ Ja 5 '46

Wage board gets new life. Bsns W p19-20  
Mr 9 '46

Wage board lives, lingeringly. Bsns W p77  
Ag 3 '46

Wage-cut snarl. Bsns W p94+ S 14 '46

**NATIONAL war labor board**

Collective bargaining sidetracked. H. G. Heneman, Jr. Advanced Management 11:105-10 S '46

Impact of war on post-war labor relations; value of collective bargaining patterns established by the War labor board. J. Shister. Il Dun's R 53:18-20+ O '45

Stabilization setup changes; new tripartite agency takes over wage adjustment duties of old NWLB. Bsns W p90+ Ja 5 '46

**NATIONAL warm air heating and air conditioning association**

Mid-year meeting, Chicago, June 24-26. Sheet Metal Worker 37:82-6 Jl '46; Gas Age 98:21+ Ag 8 '46

**NATIONAL wholesale druggists association**

Annual convention, 72nd, Atlantic City, Sept. 23-26. Oil Paint & Drug Rep 150:7+ S 30 '46

Costly victory; wholesale druggists fined \$87,000 on no-contest pleas. Bsns W p92+  
Ja 12 '46

Mid-year meeting, Chicago. Oil Paint & Drug Rep 149:7+ Ap 22 '46

**NATIONALISM**

National unity and national ethics. W. G. Muelder. Ann Am Acad 244:10-18 Mr '46

**NATIONALIZATION of banks.** See Bank of England—Government ownership; Banks and banking—Government ownership**NATIONALIZATION of industry.** See Government ownership**NATURAL dyes.** See Dyes and dyeing—Natural dyes**NATURAL gas.** See Gas, Natural**NATURAL gasoline.** See Gasoline, Natural**NATURAL gasoline association of America**

Annual meeting, 25th, Dallas, April 17-19. Oil & Gas J 44:110-11 Ap 20; 102-3 Ap 27 '46; Nat Pet N 38:42+ Ap 24 '46; Pet Refiner 25:149-50+ My '46

**NATURAL history museums***See also*

United States—National museum

**NATURAL law**

Essential human rights. W. D. Lewis and J. R. Ellington, eds. Ann Am Acad 243:1-149 Ja '46

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|                    | Warships        |

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- |                         |                          |
|-------------------------|--------------------------|
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**NEW ENGLAND gas association**

- Annual meeting, 19th, Boston, March 21-22. Am Gas J 164:24-6 Ap '46; Gas Age 97:30-1+ Ap 4 '46

- Operating division meeting, Boston, Jan. 17. Am Gas J 164:18+ F '46

**NEW ENGLAND mutual life insurance company**

- New England Mutual dramatizes workday for its employees; more than 100 employees take part in presentations. il East Underw 47:1+ My 3 '46

**NEW ENGLAND power association**

- One stock capital for New England Power. Barron's 26:8 Ap 8 '46

- Reorganization plan approved by SEC. Comm & Fin Chr 163:1571 Mr 25 '46

**NEW ENGLAND sales management conference**  
Meeting, 7th, Boston, Jan. 11-12. Sales Management 56:108-9 F 1 '46

**NEW ENGLAND water works association**

- Annual meeting, Poland Spring. Eng N 137:405 S 26 '46

- Annual meeting, 64th, Boston, Sept. 11. Water Works & Sewerage 92:325-8 N '45

- Annual meeting, 64th, Boston, Sept. 11; annual reports, committees. N E Water Works Assn J 59:364-407 D '45

**NEW enterprises, inc.**

- Investment test; Boston businessmen form group to investigate unproved enterprises. Bsns W p36 Ag 10 '46

**NEW GUINEA***See also*

- Gold mines and mining—New Guinea

**NEW HAMPSHIRE**

- How New Hampshire measures her vacation business. A. M. Heath. Ptr Ink 213:38+ D 28 '45

**State library**

- State library in action. M. P. McKay. Special Lib 37:99-103 Ap '46

**NEW JERSEY****Industrial health, Bureau of**

- Report of New Jersey Bureau of industrial health. W. G. Hazard. Ind Med 15:172-4 F '46

**NEW MEXICO***See also*

- Geology—New Mexico  
Petroleum—New Mexico



**NEW ORLEANS**

City of New Orleans sells itself as export and import center. Sales Management 56:64-5 Je 15 '46

Free port no. 2. Bsns W p34+ J1 6 '46

Prospects for homes learn values thru Home planners' institute. Sales Management 57: 48 Ag 15 '46

See also

Motor bus lines—  
New Orleans

**International house**

Businessmen set up Latin-American center. il Ptr Ink 214:72+ F 22 '46

**International trade mart**

New Orleans merchandise mart to be international sales headquarters. il Ptr Ink 213: 32 D 28 '45

**Railroads**

New Orleans plans rail terminal job. map Eng N 136:533 Ag 18 '46

Order from chaos; \$30,000,000 modernization program may reorganize jumble of rail terminals. Bsns W p30+ Ap 6 '46

**Rapid transit**

Baine reveals re-incarnation of old Bob O'Brien's spirit. Mass Transportation 42: 373-5 S '46

Eliminating staggered hours causes transit congestion. il Mass Transportation 42:30-2 Ja '46

**Water supply**

Precast sectional walls and roof allow for uneven reservoir settlement at New Orleans. il diags Eng N 137:244-8 Ag 22 '46

**NEW PRODUCTS. See Products, New****NEW SALEM, Illinois**

Carding mill connected with life of Abraham Lincoln; early wool mill restored in New Salem. C. C. Hall. il Textile World 96: 141+ F '46

**NEW TESTAMENT. See Bible****NEW YORK (city)**

More families, fewer stores, in New York city; pictograph. Sales Management 56:65 F 15 '46

New York advancing; seven more years of progressive administration in the city of New York, 1939-1945. Victory ed R. A. Rankin, ed. 393p pa \$1 Municipal reference library, 2230 Municipal bldg, New York 7 '45

Zeckendorf city; giant riverside project for New York. il plan Arch Forum 85:9 O '46

See also

Housing—New York      Retail trade—New  
(city)                              York (city)

**Airports**

See Airports—New York (city)

**Architecture**

Amster Yard; old city block in Manhattan converted into garden surrounded by apartments and professional offices. il plans diag Arch Forum 85:63-8 Ag '46

Postwar New York skyscraper; office building for Standard oil company of New Jersey. Arch Forum 84:91-3 My '46

**Bridges**

Additional stiffening of Bronx-Whitestone bridge. O. H. Ammann. il diags Civil Eng 16:101-3 Mr '46; Discussion. L. Balog. 16: 358-9 Ag '46

Brooklyn bridge; design and stress condition. O. H. Ammann. il diags Am Soc C E Proc 72:25-41 Ja '46; Discussion. 72:534-5 Ap '46

Brooklyn bridge; historical features of construction and operation. H. R. Seely. bibliog il map diags Am Soc C E Proc 72:5-24 Ja '46; Discussion. 72:864-6 Je '46

Brooklyn bridge; physical examination and field observations. N. Gray. il Am Soc C E Proc 72:42-56 Ja '46

Brooklyn bridge; tests of metals removed from cables and stiffening trusses. H. E. Wessman. bibliog il Am Soc C E Proc 72: 57-68 Ja '46

Builders of the bridge, by D. B. Steinman; review. J. C. Riedel. J Eng Educ 36:657-70 Je '46

High road to Brooklyn; history of Brooklyn bridge. E. H. Cameron. il diag Tech R 48: 419-22+, 487-90+ My-Je '46

**Commerce**

Northward ho; a century and a half of retailing on Manhattan. A. M. Sullivan. il map Dun's R 54:16-21+ F '46

See also

World trade center,  
New York (proposed)

**Finance**

See Finance—New York (city)

**Galleries and museums**

See also

Museum of modern  
art, New York

**Graphic arts center (proposed)**

Huge Graphic arts center is planned. il Inland Ptr 117:74 J1 '46

**Hospitals**

Medical college; New York university's new school forms part of planned Bellevue Hospital medical center. il plans Arch Forum 83:99-103 N '45

**Libraries**

Program for the public libraries of New York city. A. M. Githens and R. Munn. il maps 150p \$3 City planning commission, Dept. of city planning, Municipal bldg, New York 7 '45

See also

New York public  
library

**Markets**

Engineers plan new wholesale produce market for New York. C. F. Loyd. map diag Civil Eng 16:392-4 S '46

**Metropolitan museum of art**

See Metropolitan museum of art

**Population**

N.Y. Times study shows increase in city's number of families. Ptr Ink 214:82 Ja 18 '46

**Railroads**

Grand Central sky rejuvenated; redecorating ceiling of concourse. il Ry Age 119: 520-2 S 29 '45; Abstract. Mech Eng 58:156-7 F '46

Safe scaffolds; renovating ceiling of Grand central terminal, New York. il Safety Eng 91:40+ Ja '46

**Rapid transit**

New York city's subway snafu. L. D. Farrar. Pub Util 37:531-42 Ap 25 '46

New York's vanishing 5c fare. D. Anderson; W. Jackson. Mass Transportation 42:118-20 Mr '46

**Sewerage**

Father Knickerbocker looks ahead; fourteen dual-fuel engines scheduled for sewage plants. il map Diesel Power 24:1070-4 S '46

**Streets**

57th street; tight bottleneck for art in the United States. il Fortune 34:144-51+ S '46

Traffic outrage. il plans Fortune 34:122-9 O '46

**Tunnels**

Governors Island shaft, Brooklyn-Battery tunnel, New York city; unit prices. Eng N 136:308+ My 16 '46

See also

Hudson river tunnels

**NEW YORK (state)**

New York coordinates all safety activities. il Safety Eng 91:50-1 Je '46

**NEW YORK (state)—Continued**

New York fights federal taxes on state business; case arising from taxation of Saratoga Springs bottled water business. Elec World 124:137 D 8 '45

*See also*

Labor laws and leg- Public works—New islation—New York York (state) (state)

**Industrial hygiene and safety standards, Division of**

Industrial hygiene and safety standards. II Safety Eng 92:50-1 S '46

**Industrial safety, Division of**

All this and mining too! work of inspectors of Division of industrial safety's Bureau of mines, tunnels, quarries and explosives. II Safety Eng 91:46-8 Je '46

**Postwar public works planning commission**

New York state's plans are ready. T. E. Dewey. II plans Arch Rec 98:83-94 D '45

**NEW YORK board of trade**

**Drug, chemical and allied trades section**

Annual dinner, 20th, New York, March 14. Chem & Eng N 24:919 Ap 10 '46

**NEW YORK central railroad**

Annual report, year ending December 31, 1945. Ry Age 120:1283 Je 29 '46

Equipment trust certificates. Comm & Fin Chr 163:75 Ja 7 '46

Income account for calendar years 1943-1945. Comm & Fin Chr 163:3421 Je 24 '46

**NEW YORK, Chicago and St Louis railroad**

Bonds offered; annual report. Comm & Fin Chr 163:2161 Ap 22 '46

Favors Nickel Plate control of Wheeling. Ry Age 121:146-7 Jl 27 '46

**NEW YORK City airport authority**

Create authority to finance N.Y. airports. Eng N 136:516 Ap 11 '46

New York airport authority. Roads & Sts 89: 98 My '46

Outstanding figures named to N.Y. board. Aviation N 5:38 Ap 15 '46

**NEW YORK clearing house association**

Annual meeting, New York, Oct. 1. Comm & Fin Chr 164:2266 O 31 '46

**NEW YORK coffee and sugar exchange**

Reopened for trading in coffee futures; OPA removes curbs. Comm & Fin Chr 164:2134 O 24 '46

**NEW YORK curb exchange**

Curb maintains position in Kaiser-Frazer listing. Comm & Fin Chr 164:77+ Jl 4 '46

New York stock exchange and the Curb. E. Schram. Comm & Fin Chr 164:79+ Jl 4 '46

Ohio ends controversy with N.Y. Curb in listing Kaiser-Frazer shares. Comm & Fin Chr 164:892 Ag 15 '46

Ohio objects; Securities division flays New York Curb for listing of Kaiser-Frazer shares. Bsns W p49 Je 22 '46

**NEW YORK life insurance company**

Agent loses suit for commissions under 1908 contract that was given up for Nylc agency agreement. Nat Underw (Life ed) 49:10 N 16 '46

Annual statement. Comm & Fin Chr 163:783 F 11 '46

Job satisfaction survey yields dividends; agents satisfied with Nylc pay program. D. Dowell. Weekly Underw 153:1234-5 N 24 '45

**NEW YORK public library**

Television comes to the library. D. Hudelson. Special Lib 36:478-80 D '45

Waterproofing treatment protects New York public library against moisture penetration. II Arch Forum 85:195 Jl '46

**NEW YORK security dealers association**

Addresses at 20th annual dinner, New York, March 8. P. L. Carret and others. Comm & Fin Chr 163:1356+, 1368-72 Mr 14 '46

**NEW YORK state association of supervising**

and adjusting fire insurance agents

Reviews history of organization. G. F. Frank. East Underw 47:18+ Je 28 '46

**NEW YORK state bar association**

Insurance law section completed. Nat Underw 50:6 Ag 22 '46; Same. Nat Underw (Life ed) 50:2 Ag 23 '46

**NEW YORK state college of ceramics.**

See Alfred university—New York state college of ceramics

**NEW YORK state school of industrial and**

labor relations. See Cornell university—New York state school of industrial and labor relations

**NEW YORK state sewage works association**

Spring meeting, 19th, Utica, May 24-25. Water & Sewage Works 93:325-8 Ag '46

**NEW YORK state teachers college, Oswego**

First studies for a model school in New York. II plans Arch Rec 99:108-9 Mr '46

**NEW YORK stock exchange**

Annual report. E. Schram. Comm & Fin Chr 163:1637+ Mr 28 '46

Considering permissive incorporation of business of firms. Comm & Fin Chr 162:2499 N 22 '45

Fashion; equities. Fortune 34:168+ O '46

Investment appraisals of newcomers on the Stock Exchange. W. A. Howell. II Mag of Wall St 78:760 S 28 '46

Listings for 1945. Comm & Fin Chr 163:1618-20 Mr 25 '46

Member firms of N.Y. stock exchange discuss pros and cons of permissive incorporation. Comm & Fin Chr 164:612+ 879+, 1007+, 1135+, 1263+, 1456+, 1696, 1988, 2208 Ag 1, 15, 22, 29, S 5, 19, O 3, 17, 31 '46

Monthly range of prices on the New York stock exchange. Comm & Fin Chr 163:621-40 Ja 31 '46

Nerves on Wall Street. Economist 151:385-6 S 7 '46

New issues ebb. Bsns W p68+ Ag 3; p65 Ag 17 '46

New issues face a test. Bsns W p54-6 O 12 '46

New York stock exchange and the Curb. E. Schram. Comm & Fin Chr 164:79+ Jl 4 '46

NYSE cases of disciplinary action. E. C. Gray. Comm & Fin Chr 162:3029 D 20 '45

NYSE governors hear arguments on corporate membership. Comm & Fin Chr 164: 75+ Jl 4 '46

Program for foreign share listings. Comm & Fin Chr 164:2138 O 24 '46

Wall Street truce. Bsns W p70+ O 19 '46

Wants to encourage listing of foreign securities on its big board. Comm & Fin Chr 164: 1580 S 26 '46

**Advertising**

Public opinion poll decided theme of Stock exchange ads; clear up misconceptions, explain exchange's functions, promote public-welfare objectives. E. J. Dever, jr. II

Ptr Ink 216:38-40 Jl 12 '46

**Employees**

652 employees of Stock Exchange authorize strike, says union. Comm & Fin Chr 164: 881+ Ag 15 '46

**Rules**

Amended rules on delivery of called stocks and bonds. Comm & Fin Chr 162:2627 N 29 '45

Explains new rule on margined accounts. Comm & Fin Chr 162:2349 N 15 '45

**NEW YORK stock exchange and financial**

employees independent association. See United financial employees

**NEW YORK, Susquehanna and western rail-**

road

Susquehanna reorganization in closing stages. A. Jansen. Barron's 25:9+ N 19 '45

**NEW YORK telephone company**

Annual report. Comm & Fin Chr 163:1572 Mr 25 '46

Rate base cut; Supreme court holds that intercompany profits may not be figured into costs. Bsns W p28 F 2 '46

**NEW YORK university**

Into the tax-exemption fold; Ramsey accessories mfg. corp. Bsns W p67-8+ Ja 26 '46

**NEW YORK university—Continued****College of medicine**

Medical college; New York university's new school forms part of planned Bellevue Hospital medical center. *il plans Arch Forum* 83:99-103 N '45

**NEW YORK Yankees.** See Baseball players

**NEW ZEALAND**

Natural products of the empire. Melville. *Chem Age (Lond)* 55:13 JI 6 '46

**See also**

Geology—New Zealand      Social laws and legislation—New Zealand  
Hygiene, Industrial—New Zealand

**Commerce**

International economic position of New Zealand. G. H. Brown. *bibliog J Bsns* 19 pt 2: 1-195 Ap '46

**Economic conditions**

New Zealand in 1945. *Economist* 150:sup7 Mr 23 '46

News by countries. *For Comm W* 24:27-8 Ag 3 '46

**Economic history**

International economic position of New Zealand. G. H. Brown. *bibliog J Bsns* 19 pt 2: 1-195 Ap '46

**Economic policy**

Post-war economic stabilisation in New Zealand. *Int Labour R* 53:389-95 My-Je '46

**NEW ZEALAND flax.** See Phormium tenax

**NEWARK, New Jersey****Bridges**

New bridge at Newark. S. G. Roberts. *il Comp Air Mag* 51:6-9 Ja '46

**NEWARK fire insurance company**

135th birthday. *Spectator (Property ed)* 11: 18 Je 27 '46

**NEWBERRY, J. J., company**

Thumbnail stock appraisal. *Mag of Wall St* 78:275 Je 8 '46

**NEWCOMEN society for the study of the history of engineering and technology**

Newcomen society; twenty-fifth anniversary; abstracts. S. B. Hamilton. *Engineer* 180: 399 N 16 '46; *Engineer* 160:422 N 23 '45  
Summer meeting. *Engineer* 181:560 Je 21 '46

**NEWFOUNDLAND****See also**

Fisheries—Newfoundland

**Economic conditions**

News by countries. *For Comm W* 21:20-2 D 1 '45

Prosperity continued through 1945; outlook for 1946. *For Comm W* 23:29-31 My 25 '46

**NEWPORT NEWS shipbuilding and dry dock company**

**Apprentice school**

Only apprentice school with junior college rating. G. G. Via. *il Factory Management* 104:113-17 Je '46

**NEWS**

Bid by shortwave; Press Wireless asks to deliver network programs to stations. *Bsns W* p32+ JI 20 '46

Cut-rate news; American Cable proposes worldwide radio transmission of press dispatches. *Bsns W* p42+ D 29 '45

More news by air; publications trying out faster distribution methods. *Bsns W* p86 F 16 '46

**NEWS agencies****See also**

Associated press

**NEWSPAPER advertising.** See Advertising mediums—Newspapers

**NEWSPAPER advertising executives association**

Convention in New York; photographs. *Ptr Ink* 215:40-1 Je 21 '46

Meeting, New York. *Ptr Ink* 215:118 Je 14 '46

NAEA adopts revised code of ad ethics. *Ptr Ink* 215:110 Je 21 '46

NAEA asks jobs for teachers, students; to improve advertising education. *Ptr Ink* 215:93+ My 24 '46

NAEA session plans for expanded 1946 advertising gross. *Ptr Ink* 214:116+ Ja 25 '46

**NEWSPAPER advertising network, American.** See American newspaper advertising network

**NEWSPAPER offices**

Press building for Philadelphia inquirer designed for assembly line newspaper production. *il map plans Arch Forum* 83:114-16 D '45

**NEWSPAPERS**

Brewery Gulch gazette. M. I. Cox. *il Inland Ptr* 116:58 F '46

Political handbook of the world; parliaments, parties and press as of January 1, 1946. W. H. Mallory, ed. 202p \$3 Council on foreign relations, inc, 58 E 63th st, New York 21 '46

Red Wing and its daily newspaper. (Community basis for postwar planning no. 9) 54p pa 50c University of Minnesota press, Minneapolis '46

WHCU cooperates with weeklies to improve rural newspaper content. *Ptr Ink* 216:90 JI 26 '46

**See also**

Advertising mediums      Newspaper offices  
—Newspapers      Newsprint paper  
Associated press      Periodicals  
also names of newspapers, e.g. Denver post, Labor herald

**Advertising**

Louisville publisher wins NNPA award for varied use of newspaper promotion. *Ptr Ink* 215:134+ My 3 '46

**Advertising service**

Consumer research projects standardized for newspapers; Market research committee of N.A.E.A. *Ptr Ink* 215:57+ Je 21 '46

National advertising in newspapers. N. Borden, M. Taylor and H. T. Hovde. 500p \$5 Harvard univ. press; Review by R. Webster. *Ptr Ink* 214:94+ Mr 22 '46

Prepared advertising as an aid to space sales; help to ex-GI businessman and builds accounts for a newspaper. F. A. Schnoller. *Adv & Sell* 38:70+ N '45

Selling newspaper space to national advertisers. N. H. Borden. *Harvard Bsns R* 24 no 4:438-52 [JI] '46

**Employees**

Court rules newspapers under wage-hour law. *Comm & Fin Chr* 163:1010 F 21 '46

Is management as blind as labor? J. W. DeVine. *Inland Ptr* 117:63-4 Ap '46

Newspapers lose; U.S. Supreme court holds publishers subject to wage-hour law. *Bsns W* p102+ F 16 '46

**Finance**

Revenues and expenses of newspaper publishers in 1941, together with data relating to national advertising in newspapers. N. H. Borden, M. D. Taylor and H. T. Hovde. 56p pa 50c Harvard univ. Graduate school of business administration, Soldiers field, Boston 63 '46

**Management**

Newspapers offer a package; advertising network organized. *Bsns W* p79-80 D 15 '45

**Printing**

Full page of natural color photos printed simultaneously with news; Chicago tribune. *Inland Ptr* 117:68 JI '46

Newspapers by offset. *Inland Ptr* 117:84 Je '46

**Radio transmission**

Chicago tribune radio facsimile makes debut. *il Inland Ptr* 117:46 JI '46

Electronic newspaper by Broadcasters facsimile analysis. *Gen Elec R* 49:49 S '46

Radio newspaper; facsimile broadcasting. *il Bsns W* p31 Ap 27 '46

**Reader interest**

Ads top news stories in teen-age readership; study by Minneapolis star. L. E. Borg. *Adv & Sell* 39:58+ O '46



**NEWSPAPERS**—Reader interest—*Continued*  
 Minneapolis newspaper polls readers' interests. Sales Management 56:132 F 1 '46  
 Readership survey shows bad shooting; both ads and editorial matter miss their actual target. G. Gladfelder. *il* *Ptr Ink* 214:27-8 Ja 11 '46  
 What do people read most in Sunday newspapers? A. W. Lehman. *Adv & Sell* 39:35-6+ *Ap* '46

## Great Britain

Control of the press. *Economist* 151:85-6 *Jl* 20 '46  
 Daily news limited, centenary year; statement by chairman. L. J. Cadbury. *Economist* 150:862 *My* 25 '46

## Maryland

Non-profit Council issues first rating report on weekly newspapers. *Ptr Ink* 215:52+ *Ap* 5 '46

**NEWSPAPERS and advertising.** See Advertising mediums—Newspapers; Newspapers—Advertising service

**NEWSPRINT paper**

Attractive newsprint offers tempt Canada's pulp mills. *Paper Tr J* 123:7+ *S* 5 '46  
 Canadian newsprint profits \$4.40 a ton. *Paper Tr J* 122:17 *Ja* 31 '46  
 Developments in newsprint manufacture. W. G. McNaughton. *Paper Ind* 28:720+ *Ag* '46  
 End newsprint price control, publishers ask; new Southern mill plans told to SNPA. *Ptr Ink* 217:134 *O* 11 '46  
 Newsprint shortage continues. *Bsns W* p86+ *Ja* 12 '46

Press section of a newsprint machine. F. A. Garrett. *bibliog Paper Tr J* 122:53-9 *Ap* 13 '46

Some observations on Swedish newsprint mills and London pressrooms. G. L. Larroque. *Pulp & Pa of Can* (Convention no) 47:180 [F] '46

Strikes reduce newsprint supply, force papers to cut or drop ads. *il* *Ptr Ink* 215:88+ *My* 31 '46

Task group sees no increase in U.S. newsprint output. *Pulp & Pa of Can* 46:956+ *N* '45

## Prices

Canada's dollar stabilization brings newsprint to \$73.80. *Paper Tr J* 123:19+ *Jl* 18 '46

## Statistics

North American newsprint output increased eight per cent in year. G. A. Ware. *Paper Tr J* 122:52+ *F* 28 '46; Same. *Pulp & Pa of Can* 47:47-51 *Mr* '46; Same abr. *Paper Ind* 27:1886-8 *Mr* '46

## Testing

Proof press evaluation of paper. A. T. Gardner. *Pulp & Pa of Can* 47:78-9 *Ag* '46

## Transportation

McKerrow's method for loading newsprint; old rubber motor-car tires as shock absorbers at end-wall of cars. *il* *Pulp & Pa of Can* 47:72-4 *My* '46; Same cond. *Ry Age* 120:919-20 *My* 4 '46

**NEWSSTANDS**

## Side line selling

Via new channel; drug item to be handled by magazine distributors. *Bsns W* p63-4+ *Jl* 13 '46

**NEWTON, Isaac, 1642-1727**

Newton. E. N. D. Andrade. *Engineer* 182:58-60, 82-4 *Jl* 19-26 '46

**NIACIN.** See Nicotinic acid**NIAGARA Hudson power corporation**

Annual report. *Comm & Fin Chr* 163:1572 *Mr* 25 '46

Columbia Gas vs. Niagara Hudson. *Comm & Fin Chr* 164:1931+ *O* 17 '46

Completes refinancing program. *Comm & Fin Chr* 163:2011 *Ap* 15 '46

Dividends in sight for Niagara Hudson. E. Etherington. *Barron's* 26:9+ *My* 27 '46

Niagara Hudson cuts senior charges. *Barron's* 26:8 *Mr* 4 '46

Niagara Hudson plan to delay dividends. *Barron's* 26:1+ *O* 7 '46

Niagara Hudson senior dividend looms. *Barron's* 25:10 *D* 10 '45  
 Public utility securities. *Comm & Fin Chr* 162:2702+ *D* 6 '45

**NIAGARA river**

Must pay N.Y. for Niagara water use. *Eng N* 136:527 *Ap* 18 '46

**NICARAGUA**

## Commercial policy

Nicaragua's controls on exchange and trade. G. Kalmanoff. *il* *For Comm W* 21:12+ *D* 22 '45

## Economic conditions

Latin America's economy as world conflict ended. *For Comm W* 24:54 *Jl* 13 '46  
 News by countries. *For Comm W* 22:28-30 *Ja* 26; 23:28-9 *My* 4; 24:29-31 *Jl* 6; 23 *Jl* 27; 20 *S* 7; 25:19 *O* 5; 17 *N* 2 '46

## Sanitary affairs

Nicaragua experiences big dividends from a malaria campaign. P. J. Coffey. *il* *map Eng N* 135:722-5 *N* 29 '45

**NICARAGUAN canal (proposed)**

Isthmus vs. atom; how to enlarge and defend Panama canal. *il* *Bsns W* p21-2 *F* 2 '46

**NICHOLS medal**

Nichols medal awarded to W. M. Stanley. *Chem & Eng N* 24:750-8 *Mr* 25 '46

**NICKEL**

Adsorption of fatty acids on nickel and platinum catalysts. H. A. Smith and J. F. Fuzek. *bibliog diag Am Chem Soc J* 68:229-31 *F* '46

Advancements in nickel-dipping practice. G. H. McIntyre. *bibliog Am Cer Soc Bul* 25:332-7 *S* 15 '46

Bright annealing of nickel and high nickel alloys. E. M. Kline and R. K. Gensler. *il* *Metal Prog* 48:1283-6 *D* '45

Catalytic isomerization of vegetable oils; nickel catalysts. S. B. Radlove and others. *bibliog flow sheet diag Ind & Eng Chem* 38:997-1002 *O* '46

Effect of various surface treatments in cleaning and preparing copper, nickel and steel for chromium plating. W. M. Tucker and R. L. Flint. *bibliog diag Electrochem Soc Trans* 88 (preprint 28):325-45 '45; Same. *Metal Finishing* 44:340-3+, 389-93 *Ag-S* '46

Factors governing adherence of enamels applied to sheet iron. L. A. Johnson and E. E. Howe. *bibliog il Am Cer Soc J* 29:296-301 *O* 1 '46

Hydrogenolysis of steroid thioacetals with modified Raney nickel catalyst. S. Bernstein and L. Dorfman. *Am Chem Soc J* 68:1152-3 *Jl* '46

Nickel and high nickel alloys; their use in the pulp and paper industry. H. O. Teeple. *flow sheet il diag Paper Ind* 27:1522-9 *Ja* '46

Nickel and its alloys prevent equipment from wearing out under severe conditions. C. O. Brown. *Ind & Eng Chem* 38:sup69-70 *Ap* '46

Nickel in bearing bronze. *R Sci Instr* 17:313 *Ag* '46

Nickel. 1945. H. W. Davis. *Eng & Min J* 147:90 *F* '46

Nickel, wrought and cast; properties applications, fabrication, etc. *Machine Design* 18:175-8 *Ap* '46

Operations and plants of International nickel company of Canada; United States operations; Huntington and Bayonne works. *flow sheet il Can Min J* 67:523-33 *My* '46

Preparation of a Raney nickel catalyst. A. A. Pavlic and H. Adkins. *bibliog Am Chem Soc J* 68:1471 *Ag* '46

Production and properties of nickel bolometers. F. G. Brockman. *Opt Soc Am J* 36:32-5 *Ja* '46

Resistance of nickel-containing alloys to corrosives encountered in the petroleum refineries. E. B. Morton. *il diag A S M E Trans* 68:229-35 *Ap* '46

Studies of the interface of oxide coated cathodes. A. Fineman and A. Eisenstein. *il diags J Ap Phys* 17:663-8 *Ag* '46

Summary of nickel uses. *Can Min J* 67:552-4 *My* '46

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Transference number of nickel in a nickel sulfate solution. C. J. B. Zitek and H. J. McDonald. *bibliog* *diags* *Electrochem Soc Trans* 89 (preprint 24):279-87 '46

**Analysis**

Colorimetric determination of iron in the presence of large concentrations of copper and nickel. R. H. Greenburg. *Ind & Eng Chem Anal* ed 18:255-7 Ap '46

Colorimetric determination of nickel in bronzes. G. Haim and B. Tarrant. *bibliog* *Ind & Eng Chem Anal* ed 18:51-2 Ja '46

Polarographic determination of nickel in steel and nickel ore. P. W. West and J. F. Dean. *diag* *Ind & Eng Chem Anal* ed 17:686-8 N '45

Separation and identification of cobalt, nickel, zinc, and manganese. R. K. McAlpine. *J Chem Educ* 23:298-300 Je '46

Spectrographic analysis of austenitic nickel-chrome steel. S. D. Steele and J. M. Johnston. *Il Soc Chem Ind* J 64:278-83 O '45

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**Isotopes**

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| —Offices             | Physicians' offices   |
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Automobile engines— Fuel	Liquid fuel
Automotive fuel	Locomotive boilers— Oil firing
Boilers—Oil firing	Oil bunkering stations
Coal liquefaction	Oil burners
Diesel engines—Fuel	Oil fuel industry
Gasoline	

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Oil storage

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Coconut oil  
Essential oils  
Fish oil  
Kerosene  
Lined oil  
Oil companies

Oil fuel industry  
Oils and fats  
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and trade  
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Petroleum pipe lines

## OIL pipes

See also

Petroleum pipe lines

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Petroleum—Pumping

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Oil filters

Oil reclamation

## OIL reclamation

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Croseto

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Emulsions

Essential oils

Fish oil

Floor oils

Gasoline

Grapeseed oil

Insulating oil

Lallemantia oil

Lavender oil

Lime oil

Lubricating greases

Lubricating oils

Lubrication and lubricants

Oil fuel

Oil industries

Ointments

Oiticica oil

Oleomargarine

Palm oil

Peanut oil

Peppermint oil

Pettigrain oil

Petroleum

Pine oil

Rancidity

Shortening

Soap

Soybean oil

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Tung oil

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Eye

Lenses

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Iconometer

Magnifiers

Measuring instruments, Optical

Microscope and

microscopy

Mirrors, Parabolic

Monochromators

Photometers

Polarimeters

Prisms

Reflection (optics)

Refractoscope

Sextant

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Telescope

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Color

Depolarization (light)

Fluorescence

Lenses

Light

Luminescence

Measuring instruments, Optical

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- |           |                             |
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| Gold ores | Mines and mineral resources |
| Iron ores |                             |

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|-----------|
| Ore cars  |
| Ore docks |

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|--------------------------|-----------|
| Iron ores—Transportation | Ore cars  |
|                          | Ore ships |

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| Electrometallurgy | Leaching        |
| Flotation process | Metallurgy      |
| Gold metallurgy   | Sintering       |
| Hydrometallurgy   | Tailing         |
| Iron metallurgy   | Zinc metallurgy |

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| Paleobotany—Oregon |

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| Geology        | Metals                      |
| Gold ores      | Mines and mineral resources |
| Iron ores      | Ore deposits                |
| Manganese ores | Ore treatment               |
| Metallurgy     |                             |

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**PACIFIC** countries

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**PACIFIC** fire insurance company

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**PACIFIC** gas and electric company

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**PACIFIC** islands. See Islands of the Pacific**PACIFIC** mills

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**PACIFIC** science conference. See National research council

**PACIFIC** states savings and loan company

Claimants get \$9,000,000 more; interest to be settled by court. *Comm & Fin Chr* 163: 2296 Ap 29 '46

**PACIFIC** telephone and telegraph company

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Art work and design help packages sell. *Il Ptr Ink* 217:44-5 O 18 '46

Better product, but it looks like cheaper rivals; what to do? Libbey Glass heat-treated tumbler. K. C. White. *Il Sales Management* 56:60+ Mr 1 '46

Candy looks ahead to better packaging. *Il Mod Packaging* 20:104-10+ S '46

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Candy trade  
Canned food  
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Containers
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Labels  
Package design  
Packaging  
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Bottling plants	Packaging materials
Closures (containers)	Packing for shipment
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Gift wrapping	Vegetables—Pre-
Food packages	packaging
Hosiery boxes	
Packaging machinery	

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Cellophane	Waxes
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Packing for shipment	Wrapping paper

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Drying oils	Titanium oxides
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Linseed oil	Varnish and varnish-
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Kerosene	Petroleum distillation
Liquefied petroleum gas	Petroleum refining—By-products
Lubricating greases	Toluene
Lubricating oils	

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Lubricating oils—Manufacture	Petroleum refining

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Electrokymograph	Respiratory apparatus
Electrophysiology—Apparatus	Spirometers
Ergographs	Spirometers

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See also

Anesthetics	Immunity
Anoxemia	Metabolism
Biological chemistry	Muscle
Blood—Analysis	Nutrition
Carbohydrates	Poisons
Chemistry, Medical	Poisons, Industrial
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Hormones	

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Fatigue	Shock
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Pipe joints  
Plumbing

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Pipe flanges

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Electric conduits	Piping
Gas pipes	Piping (power plants)
Heating pipes	Plumbing
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*See also*

Piping (power plants)—Graphitization

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Plumbing trade

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Drainage, House

Drinking water systems

Faucets

Gas fitting

Heating

Hot water supply

Lavatories

Mechanical equipment of buildings

Pipes

Plumbing fixtures

Plumbing shops

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Sanitary engineering

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*See also*

- |                          |                              |
|--------------------------|------------------------------|
| Automobiles—Transmission | Machinery                    |
| Bearings                 | Motor buses—Transmission     |
| Belting                  | Motor trucks—Transmission    |
| Chain gear               | Power (mechanics)            |
| Clutches                 | Pulleys                      |
| Compressed air           | Servomechanisms              |
| Couplings                | Shafting                     |
| Electric driving         | Speed variation              |
| Electric transmission    | Tanks, Military—Transmission |
| Gearing                  | Torque converters            |
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| Joints, Universal        |                              |

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| Compressibility      |                           |
| Dalton's law         | Strains and stresses      |
| Earth pressure       | Vapor pressure            |
| Osmotic pressure     | Wind pressure             |
| Pressure gages       |                           |

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Vacuum gages

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*See also*

Manometers  
 Pressure gages

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*See also*

Gas governors  
 Valves, Hydraulic

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*See also*

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 Ammonia compressors  
 Boilers  
 Caissons  
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 Gas holders  
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**Testing**

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**PRESUMPTION of survivorship.** See **Survivorship, Presumption of**

**PREVENTOL GD.** See **Dihydroxydichlorodiphenyl methane**

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*See also*

Special sales—One-cent sales

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*See also*

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 Manufacturers' demonstrations

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Efficiency, Industrial	Routing systems
Factory management	Supply and demand
Factory productivity	
Manufactures	
also United States—Civilian production administration	

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Factory management      Production and sales,  
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See also

Lawyers—Advertising

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Engineering education

Library schools and training

Medical education

Mining schools and education

Public health—Study and teaching

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—Professors and

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Income	Profiteering
Interest	

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*See also*

- |                            |                      |
|----------------------------|----------------------|
| Ballistics                 | Shells (projectiles) |
| Bombs, Aerial              | Torpedoes            |
| Photography of projectiles |                      |

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*See also*

- Measuring instruments, Optical

**PROJECTION of light.** *See Light projection*

**PROJECTION rooms.** *See Moving picture theaters—Projection rooms*

**PROJECTORS, Moving picture.** *See Moving picture machines*

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| Black body         | Radiography      |
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Airways—Traffic control	Radio apparatus on aircraft
Direction finding apparatus	Radio beacons
Loran system	Radio meteorographs

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- Microphones
- Oscillators
- Radar
- Radio antennas
- Radio apparatus industry
- Radio circuits
- Radio communication
- Radio coils
- Radio condensers
- Radio control
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Bridges, Railroad	Railroad research
Cableways	Railroad ties
Cars	Railroads and state
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Railroads—Track

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Outlay for upkeep goes still higher. M. H. Dick. *il* Ry Age 120:22-7 Ja 5 '46

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Railroads suffer bridge damage from New York and Pennsylvania floods. *il* Eng N 136:881 Je 6 '46

**Development work**

Beating the bushes for freight; departments engage in development of new sources of traffic. *il* Ry Age 120:1000-4 My 18 '46

**Earthwork**

Frisco line changes improve operation; relocation projects in Missouri. *il* Ry Age 121:281-4 Ag 17 '46

Railroad tunnels daylighted by company forces; Southern Pacific tunnels eliminated by excavation or by line relocation. E. E. Mayo. *il* Civil Eng 16:9-12 Ja '46

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College trained men, now or never; railways must act immediately to secure technically trained graduates. *il* Ry Age 120:670-1 Mr 30 '46

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Long Island dispute nears showdown. Ry Age 121:482-4 S 21 '46

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Porters  
Railroad strikes

Railroads—Pensions  
Railroads—Wages



## RAILROADS—Employees—Continued

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Canadian Pacific fits car for rules instruction. *il Ry Age* 121:145 J1 27 '46  
 Illinois Central starts school for dining-car employees. *il Ry Age* 121:90-1 J1 20 '46  
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 Rock Island opens new laboratories; devoted to scientific controls for selecting and purchasing materials and supplies. *il plan Ry Age* 120:359-65 F 16 '46  
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## See also

Air brakes  
 Ballast  
 Cars  
 Freight cars  
 Locomotives  
 Railroad supplies industry  
 Railroad ties  
 Railroads—Ice supply  
 Railroads—Maintenance and repair  
 Railroads—Purchasing  
 Railroads—Rolling stock

Railroads—Scrap material  
 Railroads—Shops—Equipment  
 Railroads—Signals  
 Railroads—Stores systems  
 Railroads—Water supply  
 Railroads—Wreck trains  
 Rails

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Rail equipment loans at low rates. *Barron's* 25:1 D 17 '45  
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Toward a national transportation policy. Ry Age 119:892-9 D 1 '45

Traffic and earnings prospects. J. E. Monroe. Ry Age 121:509-10 S 23 '46

Transport policy needs implementing; A.A.R. report to House committee. Ry Age 120:1263-72+ Je 29 '46

Wage increase's cost put at \$725,000,000. Ry Age 120:1193-4 Je 15 '46

**See also**

Railroads—Fares	Railroads—Receiver-ships
Railroads—Pooling	Railroads—Securities
Railroads—Rates	Railroads—Taxation
also names of railroads, e.g.	
Atlantic coast line railroad	Missouri-Kansas-Texas railroad
Baltimore and Ohio railroad	Reading company Southern Pacific railroad
Denver and Rio Grande western railroad	Union Pacific railroad

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Association of American railroads; Fire protection and insurance section, 3d annual meeting, Chicago, Oct. 22-23. Ry Age 121:720-2 N 2 '46

Diesel engine fires. *il* Safety Eng 91:38-9 Je '46

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Fire engine on rails; fire equipment for Diesel electric locomotives. M. A. Laswell. Safety Eng 90:34 N '45

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Fires in Diesel-electric locomotives. W. S. Wicker. Ry Age 120:1107-8 Je 1 '46; Same. Ry Mech Eng 120:299-300 Je '46

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**See** Railroads—Damage from floods, storms, etc.

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Illinois Central starts school for dining car employees. Ry Age 121:90-1 JI 20 '46

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Another step towards uniform freight classification. F. L. Barton. J Land & Pub Util Econ 22:22-34 F '46

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Over the mountain with Diesel-electrics; Northern Pacific. *il* Ry Age 120:913-15 My 4 '46

Reconversion rapid on the T. & P. *il* Ry Age 120:962-4 My 11 '46

**See also**

Demurrage	Railroads—Rates
Freight car service	Railroads—Terminals
Freight cars	Refrigerator cars
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Railroads—Motor vehicle auxiliaries	Waybills

**Freight cars**

**See** Freight cars

**Freight solicitors**

Selecting solicitors scientifically. H. Dawes. Ry Age 120:1181-2 Je 15 '46

**Fuel**

Report on fuel; A.A.R. P.&S. division. Ry Age 121:295 Ag 17 '46

**See also**

Locomotives—Fuel  
Locomotives, Diesel—  
Fueling

**Guideways system**

Installation of a guideways transport system in India; single line of rail guides vehicles running on concrete path. Engineer 182:355 O 18 '46

**History**

1846 in British railway history. Engineering 161:566 Je 14 '46

Lehigh Valley rounds out a century. *il* map Ry Age 120:818-20 Ap 20 '46

Northern Pacific; first railroad to follow trail of Lewis and Clark. L. A. Luther. *il* Comp Air Mag 51:118-22 My '46

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**Ice supply**

Icing plant speeds perishable traffic; new facility on Missouri Pacific. *il* plan diags Ry Age 120:870-2 Ap 27 '46

**Inspection**

**See also**  
Car inspection  
Locomotives—Inspection

**Laboratories**

Color dynamics enters railroad field; being tried out in laboratories of Chesapeake & Ohio. *il* plans Ry Age 120:338-41+ Ja 12 '46

Railroad laboratory employs interior colors as safety devices; Rock Island's Chicago laboratory. *il* Arch Forum 85:101 O '46

Rock Island opens new laboratories; devoted to scientific controls for selecting and purchasing materials and supplies. *il* plan Ry Age 120:359-65 F 16 '46

**See also**

Cars, Laboratory

**Law**

**See** Railroad law

**Lighting**

Shop and office lighting. *il* Ry Mech Eng 120:364-7 JI '46

Switchyard lighting speeds rail traffic; Denver and Rio Grande railroad. L. Ragle. *il* Elec World 124:127 D 8 '46

**See also**

Car lighting

## RAILROADS—Continued

## Loading rules

- Report of Committee on loading rules; Car department officers' association. *il Ry Mech Eng 120:545-6 O '46*  
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- Frisco line changes improve operation; relocation projects in Missouri. *il Ry Age 121:281-8 Ag 17 '46*  
 Railroad tunnels daylighted by company forces; Southern Pacific tunnels eliminated by excavation or by line relocation. *E. E. Mayo. il Civil Eng 16:9-12 Ja '46*

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- Application of welding on the railroads. *L. E. Grant. Welding J 25:644-5 J1 '46*  
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 Outlay for upkeep goes still higher. *M. H. Dick. il Ry Age 120:22-7 Ja 5 '46*  
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 Work equipment has biggest year. *G. E. Boyd. il Ry Age 120:19-21 Ja 5 '46*

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- |                     |                    |
|---------------------|--------------------|
| Cars—Repair         | Locomotives—Repair |
| Freight cars—Repair | Railroads—Shops    |
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- American association of railroad superintendents' reports of committees. *il Ry Age 121:44-7 J1 13 '46*  
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 Reconversion rapid on the T. & P. *il Ry Age 120:962-4 My 11 '46*  
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## See also

- |                                  |                            |
|----------------------------------|----------------------------|
| Car inspection                   | Railroads—Public relations |
| Freight car service              | Railroads—Purchasing       |
| Railroads—Employees              | Railroads—Trains           |
| Railroads—Finance                |                            |
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## Mechanical departments

- See also Association of American railroads—Mechanical division

## Mileage

- See also  
 Railroads—Abandonment

## Military use

- And still they come; passenger traffic volume showed little signs of diminishing in 1945. *C. Layng. il Ry Age 120:40-2 Ja 5 '46*  
 Army freight charges found to be excessive. *Ry Age 120:333+ F 9 '46*

- Canadian lines help on troop movements; abstract. *J. M. Mead. Ry Age 120:121+ Ja 5 '46*

- Canadian National port one of war's secret cities; Prince Rupert, British Columbia, sub-port of embarkation. *il Ry Age 120:823-4 Ap 20 '46*

- E.T.O. army transportation. *E. C. Ringberg. il Ry Mech Eng 120:245-8+ My '46*  
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- ODT orders fast troop train speeds. *Ry Age 119:1032-3 D 22 '45*

- Railroads still have war job to finish; providing transportation for service men. *il Ry Age 119:789-94 N 17 '45*

## Models

- Doubled volume, lowered cost, by work simplification; Lionel toy trains. *C. V. Gialmo. il Factory Management 104:146-9 Ag '46*  
 High fidelity in model trains. *M. Frisbie. il Mod Plastics 23:133-5 Ag '46*  
 Railroading in miniature. *J. L. Bonnano and J. E. Currier. il Mod Plastics 23:102-5 F '46*  
 Show room of toy train wholesaler serves public and buyers alike; Lionel trains. *il plan Arch Forum 85:142 O '46*

## Motor vehicle auxiliaries

- Limits on rail trucks don't extend to buses. *Ry Age 121:24 J1 6 '46*  
 Repair workshops; maintenance of road vehicles by the L.M.S. railway co. *il plan Automobile Eng 36:87-9 F '46*; *Engineer 181:102-4 F 1 '46*; *Mech Handling 33:107-9 F '46*; *Engineering 161:296 Mr 29 '46*  
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 Would leave Seaboard in trucking business; examiners uphold previous I.C.C. approval. *Ry Age 121:653 O 19 '46*  
 Would limit trucking to substitute service; proceedings involving certificates held by Texas & Pacific motor transport company, subsidiary of Texas & Pacific. *Ry Age 121:70-1 J1 13 '46*

## Motor vehicle competition

- Consolidating cases held sound practice; Supreme court approves I.C.C. procedure. *Ry Age 120:583+ Mr 16 '46*

## Negro passengers

- Three Negro women complain against segregation. *Ry Age 121:494 S 21 '46*

## Office management

- Efficiency and manners analyzed in novel telephone program by New York Central. *Ry Age 121:410-11 S 7 '46*

## Passenger service

- Aboard for coast; transcontinental Pullmans. *Bsns W p20 Mr 23 '46*  
 After all these years coast-to-coast no-change Pullmans. *Am Bsns 16:24+ Ap '46*  
 Can passenger traffic be held? *Ry Age 120:681 Mr 30 '46*  
 Coast to coast; through Pullman service. *Bsns W p34+ Mr 9 '46*  
 Faster trains; better-than-prewar service. *Bsns W p19-20 Ap 6 '46*  
 Through trains? *Bsns W p42+ J1 20 '46*  
 Trains speeded; cut running times and add trains. *Bsns W p46 O 19 '46*  
 What's behind C. & O.-Nickel Plate scheme for through sleeping car service from coast to coast? *E. Whitmore. Am Bsns 16:10-11+; Reply. R. R. Young. 12+ Ja '46*  
 Where do we go from here? accommodations for the post-war traveler. *il Ry Age 119:781-8 N 17 '45*

## Passenger traffic

- And still they come; passenger traffic volume showed little signs of diminishing in 1945. *C. Layng. il Ry Age 120:40-2 Ja 5 '46*

- See also American association of passenger traffic officers

## Pensions

- Committee trims the Crosser security bill. *Ry Age 120:1027+ My 18 '46*



**RAILROADS—Pensions—Continued**

Crosser security bill signed by president, Ry Age 121:194+ Ag 3 '46  
 High cost and favoritism in Crosser bill, East Underw 47:3 J1 19 '46  
 One social benefit plan for all urged; separate railroad system makes for complications, says House staff study, Ry Age 120:333+ F 9 '46  
 Original Crosser bill passed by the House, Ry Age 121:65+ J1 13 '46  
 Pennsylvania posts employees on the Crosser law, Ry Age 121:572 O 5 '46  
 Pensions for higher-salaried employees; N.Y. Central introduces contributory plan, Ry Age 121:770 N 9 '46  
 Put up stout fight against new Crosser R.R. retirement bill, Nat Underw 50:22+ J1 13; 15+ J1 25 '46; Same, Nat Underw (Life ed) 50:2 J1 19; 4-5 J1 26 '46  
 Railroad A. & H. line hard hit by federal law; passage of Crosser bill expected to eliminate 80% of that coverage, Nat Underw 50:15 Ag 1 '46; Same, Nat Underw (Life ed) 50:4 Ag 2 '46  
 Report on actuarial cost estimates related to proposed amendments to Railroad retirement and unemployment insurance act, R. J. Myers, Ry Age 120:691+ Mr 30 '46  
 Study how to supplement Crosser bill benefits; insurers of R.R. employees see some salvage possibilities, Nat Underw 50:17+ Ag 8 '46; Same, Nat Underw (Life ed) 50:3+ Ag 9 '46

**Pipe line competition**

Parmelee and Duncan heard in gas inquiry, Ry Age 121:65-6 J1 13 '46

**Police**

Association of American railroads, Protective section, 26th annual meeting, Asheville, Oct. 7-9, Ry Age 121:651 O 13 '46

**Pooling**

R.C.C. to repay last of ex parte 103 fund; money pooled in 1931 for aid to needy roads, Ry Age 121:769 N 9 '46

**Power**

From d.c. to a.c. with profit; Lackawanna changes power supply in Buffalo terminal, il Ry Mech Eng 120:487-9 S '46  
 Stationary Diesel power plant for the Chicago, Rock Island & Pacific shops, il Ry Mech Eng 119:610-12 D '45

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 Locomotives

**Power trains**

Mobile navy power plant goes on line as drought cuts Arizona hydro output, il Elec World News ed 126:9 Ag 10 '46  
 Power train is sealed for export shipment, G. L. Moses, Elec World 124:123 D 8 '46

**Public relations**

Diagnosis of railroad's public relations task, R. S. Henry, Ry Age 120:142-5 Ja 12 '46;  
 Discussion (Railroad press relations), D. Welch, 120:242-3 Ja 26 '46  
 Public must help get good R.R. service, P. J. Neff, Ry Age 121:522, 527 S 28 '46  
 Public thinks railroads can do better; survey made by Opinion research corporation, Ry Age 121:342-4 Ag 24 '46  
 Railroad management faces a decision, defense or appeasement, H. Stover, Ry Age 120:1221-2 Je 22 '46  
 Sees railroad success in treating folks right, W. A. Johnston, Ry Age 120:203-4 Ja 19 '46  
 Sells its territory to sell itself; New Haven's advertising and public relations program emphasizes New England, E. J. Dever, jr, il Ptr Ink 214:63-4+ F 15 '46  
 Supervisor's role in good railroading, L. W. Horning, Ry Age 120:322-4 F 9 '46  
 Telling the public the facts; abstract, R. S. Henry, Ry Age 120:1257 Je 29 '46  
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Equipment buying sets the pace, C. M. Burpee, il Ry Age 120:54-7 Ja 5 '46

First half purchases top \$732 millions, Ry Age 121:476-8 S 21 '46  
 March purchases \$130,714,000; three months expenditures, Ry Age 120:1219-20+ Je 22 '46  
 Material buying tops billion; figures for August and first eight months of 1945, Ry Age 119:853 N 24 '45  
 1945 expenditures near peak, Ry Age 120:808-10+ Ap 20 '46  
 Post-war buying off to good start, C. M. Burpee, Ry Age 120:79-81 Ja 5 '46  
 Procurement problems multiply, Ry Age 120:1012-14 My 18 '46  
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 Railway buying continues at fast pace, il Ry Age 121:642-3 O 19 '46  
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**Radio communication**

Baltimore & Ohio radio installation; New Castle yard, il diag Ry Mech Eng 120:213-15+ Ap '46; Same cond, Ry Age 120:358-8 F 15 '46  
 Burlington shows two-way yard radio, Ry Age 121:523 S 28 '46  
 Carryphone in service on Pennsylvania; portable inductive telephone, W. R. Triem, il Ry Age 121:764-6 N 9 '46  
 Communications test employs film recorder, il Ry Mech Eng 120:41 Ja '46  
 Detroit, Toledo & Ironton tests radio in Detroit, il map Ry Age 120:916-17 My 4 '46  
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 Engines with ears; FM radio offers simpler execution of train orders, il Nat Safety N 52:40 N '45  
 Facsimile to moving train via vhf, il diag Electronics 19:168+ J1 '46  
 Facsimiles by radio transmission from wayside stations to moving trains; demonstration by Baltimore & Ohio, il Ry Age 120:1275-6 Je 29 '46  
 Farnsworth demonstrates railroad radio, W. B. Tyrrell, il Diesel Power 24:592-5+ My '46  
 First train radio warning tested on Atlanta-Birmingham stretch of Seaboard air line; Bendix Slowtone, il Manuf Rec 115:47+ Ap '46  
 Modern railroad communication, H. H. Haselbacher, Comm & Fin Chr 162:3016+ D 20 '45  
 Modern signaling and communication to speed shippers' freight, il Ry Age 120:1022-3 My 18 '46  
 Motor alternator for train communication, il Ry Age 120:677 Mr 30 '46  
 Northern Pacific tests radio on freight trains, il Ry Mech Eng 120:484-6+ S '46; Same, Ry Age 121:479-81 S 21 '46  
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 Railroad telegraph and telephone saw big change in 1945, J. H. Dunn, il Ry Age 120:114-18 Ja 5 '46  
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 Recorder for train communication, il Ry Age 119:1050 D 29 '45  
 Rolling through Michigan; Pere Marquette attract much attention, il Ry Age 121:401-2 S 7 '46  
 Rules for train telephone service; F.C.C. proposes rules and regulations for governing use of radio, Ry Age 119:863-5 N 24 '45  
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 Very high frequency space radio for train communication, F. E. Tanner, Comm & Fin Chr 162:3142+ D 27 '45  
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 Yard radio on the U.P., il Ry Age 121:773 N 9 '46  
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Agreed charges prove popular in Britain, G. L. Wilson, Ry Age 121:9-13 Jl 6 '46  
 Another step towards uniform freight classification, F. L. Barton, J Land & Pub Util Econ 22:22-34 F '46  
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 Class rate litigation delays ex parte 162, Ry Age 120:1151 Je 8 '46  
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 Decision expected on rate increases; I.C.C. concludes hearings on petition for relief, Ry Age 120:1028-30 My 18 '46  
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 Favors barge line differential rates, Ry Age 120:650+ Mr 23 '46  
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 Rate increase case opens before I.C.C. Ry Age 120:971-5 My 11 '46  
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**Citrus fruit**

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 Committee would bail out equities; approves Reed bill, Ry Age 120:739+ Ap 6 '46  
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- Opened book; 40 years of receivership get a judicial airing. map Bsns W p79 N 17 '45
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- Revision possible in Denver reorganization plan. A. Jansen. Barron's 26:11+ Ja 14 '46
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- Wheeler is caustic on revamp process; hearing on bill to implement voluntary adjustment of railroad financial structures. Ry Age 120:475+ Mr 2 '46

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- Material stock inventory-pricing; A.A.R. P.&S. division report. Ry Age 121:301 Ag 17 '46
- Micro-filming speeds waybill handling; Rock Island's installation of photographic equipment. il Ry Age 120:867-9 Ap 27 '46
- Novel system mechanizes all car records; hook-up of teletype and card-punch machines on New Haven. J. L. Barngrove, jr. il Ry Age 120:394-8 F 23 '46

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**Reports**

- Making friends with the annual report. J. Silbermann. il Ry Age 119:1020-3 D 22 '45

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- Engineering outlook; locomotives and rolling stock. Engineering 161:220-2 Mr 8 '46
- Equipment failures too high. W. J. Patterson. Ry Age 121:259-60 Ag 17 '46; Same. Ry Mech Eng 120:448-9 S '46
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- Canadian Pacific fits car for rules instruction. il Ry Age 121:145 J1 27 '46
- Freight-car doors; hazards in opening and closing doors. il diag Nat Safety N 53:52+ Ja '46
- National safety council. Steam railroad section. meeting. Chicago, Oct. 8-10. Ry Age 121:644-5 O 19 '46
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- Faster coast-to-coast service. Ry Age 120:147 Je 8 '46
- M-K-T. Frisco speed southwestern trains. Ry Age 120:966+ My 11 '46
- Missouri Pacific speeds its passenger trains. Ry Age 120:1149 Je 8 '46
- Southeastern lines speed passenger trains. Ry Age 121:21 J1 6 '46
- Western lines to speed passenger trains. Ry Age 120:718-21 Ap 6 '46

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- Big market for used rail. il Ry Age 121:403-5 S 7 '46
- General reclamation; A.A.R. P.&S. division report. il Ry Age 121:296-8 Ag 17 '46
- Scrap handling at Aurora shops. il Ry Mech Eng 120:211-12 Ap '46

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- Finances on mend, but not yet robust. J. G. Lyne. Ry Age 120:82-7 Ja 5 '46
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- Outlook for railroad bonds. W. W. Reuss. Comm & Fin Chr 163:254+ Ja 17 '46
- Outlook for railroad equities in second half year. H. F. Messner. Comm & Fin Chr 164:614+ Ag 1 '46
- Pleads for railroad investor. R. R. Young. Comm & Fin Chr 164:1548 S 26 '46
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- Customers' needs being intently studied by A.A.R. research group probes prospects for all important items of traffic, and how railroads can win such business. *F. J. Wall. Ry Age* 120:994-6 My 18 '46  
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- Baltimore & Ohio Glenwood wheel shop. *11 layout plans Ry Mech Eng* 120:389-93+ Ag '46  
 Baltimore & Ohio streamlines its shops; with col. pl. *Ry Mech Eng* 120:136 Mr '46  
 C. & O. replaces boiler plant at Huntington, W.Va., without operations stops. *11 Manuf Rec* 115:42-3+ S '46  
 Modern shop puts skill and efficiency in work equipment repairs; Northern Pacific shop at Livingston, Mont. *11 plan diag Ry Age* 120:612-16 Mr 23 '46  
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- B. & O. machinery replacement program. *11 Ry Mech Eng* 120:180-3 Ap '46  
 Markham wheel shop on the Illinois Central. *F. J. Holsinger. Ry Mech Eng* 119:601-2 D '46  
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- Shop and office lighting. *11 Ry Mech Eng* 120:364-7 Jl '46

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Modern signaling and communication to speed shippers' freight. *11 Ry Age* 120:1020-3 My 18 '46

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Signaling and train communication save passenger train time. *11 Ry Age* 119:822-3 N 17 '45

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 Aluminum roof replaces tile on large Cincinnati terminal. *11 Iron Age* 157:111 Ap 11 '46; Same. *Sheet Metal Worker* 37:46-8+ Ap '46; Same cond. *Steel* 119:132+ Ag 5 '46  
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Station dome gets new aluminum cover; Cincinnati union terminal. *il* diags Ry Age 120:1109-11 Je 1 '46

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Electricity in refrigeration

Carbon dioxide, Solid  
Cold storage

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Insulation (heat)

Compressors  
Cooling

Piping (refrigerating plants)  
Refrigerants

Cooling equipment

**REFRIGERATION and refrigerating machinery**See also—*Continued*

- |                                     |                        |
|-------------------------------------|------------------------|
| Refrigerating engineering           | Refrigeration on ships |
| Refrigerating plants                | Refrigerator cars      |
| Refrigeration on cars, trucks, etc. | Refrigerators          |
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Conglomerate	Pegmatites
Continental shelf	Phosphate rock
Dolomite	Quarries and quarrying
Drilling and boring (earth and rocks)	Sandstone
Geology	Schists
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Gneiss	Shale
Granite	Slate
Gypsum	Stone, Crushed
Limestone	

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Lava	Porphyry
Nepheline syenite	Spillite

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**ROOMS**

See also

- |                          |                   |
|--------------------------|-------------------|
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| Bathrooms                | Kitchens          |
| Bedrooms                 | Laundries (rooms) |
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| Automobile driving                       | Floors—Anti-slip surfaces                         |
| Factories—Lighting                       | Guard rails                                       |
| Federal interdepartmental safety council | Lightning protection                              |
| Fire protection                          | Poisons, industrial                               |
| First aid in illness and injury          | Railroads—Signals                                 |
|  | Safety belts and other headings beginning Safety  |
| <i>also</i> subdivision                  | Safety measures under special subjects, e.g.      |
| Airplanes                                | Petroleum industry and trade                      |
| Airports                                 | Quarries and quarrying                            |
| Aviation                                 | Refrigeration and refrigerating machinery         |
| Breweries                                | Roads   |
| Coal mines and mining                    | Rubber factories                                  |
| Cranes, derricks, etc.                   | Safety at sea and other headings beginning Safety |
| Electric substations                     | Scaffolding                                       |
| Electric tools, Portable                 | Textile mills                                     |
| Electric utilities                       | Ventilation equipment                             |
| Electricity in mining                    | Window cleaning                                   |
| Gas companies                            |   |
| Hoisting                                 |   |
| Material handling                        |   |
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**SALES management—Continued**

- Post-war sales management; what are to be its biggest problems? J. J. Newman. Sales Management 55:60+ D 1 '45
- Production hodgepodge means more competition. R. M. Oliver. Adv & Sell 38:115-16+ D '45
- Profitable distribution through selective selling; analyze your accounts. H. Simmons. Ptr Ink 213:33+ N 16 '45
- Responsibility of sales management in a machine economy. G. S. Jones, jr. Gas Age 98:17-18+ Ag 8 '46
- Result producing sales incentives; tangible and intangible. E. J. Bengel. Ind Marketing 31:60+ F '46
- Sales chiefs face 1946 problems at brisk 2-day meeting in Boston. Sales Management 56:108-9 F 1 '46
- Sales manager looks ahead; abstract. F. K. Doscher. Oil Paint & Drug Rep 149:43 F 11 '46
- Sales manager; top sergeant or general in the high command? A. T. Danielson. Sales Management 56:112+ D 15 '46
- Sales managers should use facts as a sales control. W. A. Lamb. Ptr Ink 214:85+ Mr 1 '46
- Salesman's corner; supply of new blood becomes vital. F. Rundell. Inland Ptr 117:54-6 J1 '46
- So you want to hire a salesman? F. Rundell. Inland Ptr 118:33-5 O '46
- Successful sales supervision. E. L. Bengel. Ind Marketing 31:66+ Ja '46
- Sun-Kraft sales coach explores the buyways. Il Sales Management 57:50 S 15 '46
- Technique for sound sales planning. A. Patton. Adv & Sell 39:74+ F '46
- Ten steps in locating and correcting your sales weaknesses. R. D. Crisp. Ptr Ink 214:29-31+ Mr 15 '46
- Three ways to cut salesmen's gripes about material shortages. B. G. Priestley. Sales Management 57:107+ N 1 '46
- Today's seven challenges to sales managers. B. Bigelow. Sales Management 56:37-40+ Ap 15 '46
- Vital force in the art of managing men. R. W. Lake. Sales Management 55:178+ N 15 '45
- We've got to sell quicker. F. Gunnison. Il Sales Management 56:86 Je 1 '46
- When a customer writes that your salesman has made a hit with him, a friendly note of thanks is in order. W. H. Butterfield. Ptr Ink 213:24 N 23 '45

**See also**

- |                          |   |
|--------------------------|---|
| Advertising              | Prospect lists                                    |
| Advertising and salesmen | Sales contests and other headings beginning Sales |
| Dealer helps             | Salesmanship                                      |
| Display of merchandise   | Salesmen  |
| Marketing                | Salesmen's reports                                |
| Printing trade—Salesmen  |   |

**SALES managers**

- Camera's eye view of the seventh New England sales management conference. Sales Management 56:42-5 F 1 '46
- Cyanamid sales executives strike pay dirt in monthly seminars. A. J. Campbell. Sales Management 55:125-6 N 15 '45
- Unstreamlining the sales manager for the postwar period; abstract. A. Michelson. Management R 34:442-3 N '45

**See also**

Branch managers

**Training**

- Pontiac unwraps peace sales plan; re-trains all executive personnel. Il Sales Management 55:97+ N 15 '45
- Three R's bring sales managers to U. of Kentucky institute. Sales Management 55:167 D 1 '45
- 20th Century-Fox to hit foreign market with vets trained in film exploitation. N. Kelne. Ptr Ink 215:117+ Je 14 '46

**SALES manuals**

- Are we stuck in dead end jobs? Gerber dispels employe doubts. W. H. Knowlton. Il Sales Management 57:98+ Ag 1 '46

- Easy washer packages a training plan in manuals; guides and visuals. Il Sales Management 55:53-4+ N 15 '45
- Fifteen sales components beyond knowing the goods. P. Bradstreet. Adv & Sell 39:160a+ Mr '46
- Light treatment increases response to questionnaire and sales manuals. G. Brown. Ptr Ink 217:107-8+ O 13 '46
- To sell agency service build a sales manual. L. W. Ellis. Adv & Sell 39:64 S '46

**SALES manuals, Dealers'**

- Combine audio-visual selling with sales manual; Mirro's method of training retail salespeople. K. L. Fritchard. Il Ptr Ink 215:46-7 Je 14 '46
- Toy manufacturers publish new retail sales manual. Sales Management 56:112 Ja 1 '46

**SALES policies**

- Air delivery can boost profits; Scott aviation corp. sales policy. A. S. Brown. Il Aero Digest 52:59 Je '46
- Allotment record ends complaints; E. H. Schaefer company, Milwaukee, electrical appliance wholesaler. Il Am Bsns 16:13+ Ja '46
- Backlog order turmoil subsides under Sylvania's new control setup. C. H. Goddard. Sales Management 57:86+ S 15 '46
- Bright Star rises to rank among the first five battery and flashlight companies. M. B. Horton. Il Sales Management 57:121+ O 15 '46
- Can a small specialty maker afford complete sales coverage? yes, says Perforx co. K. C. Titus. Sales Management 56:92+ F 1 '46
- Capital goods dually allocated. Bsns W p19 S 21 '46
- Combination offers. Il Ptr Ink 215:42-3 My 3 '46
- Company founded on sales policies sticks to them after 20 years; National Gypsum centers on related wall and ceiling products, sells all under one brand name wholly thru dealers at one price. Il Sales Management 56:46+ My 1 '46
- 50 product maybes for increased business. P. J. Howe. Adv & Sell 35:58 N '45
- Forced tie-in grocery sales continue. B. Tolk. Ptr Ink 215:91+ Ag 23 '46
- From scratch to 950,000 barrels a year; the story of Red Cap ale. J. A. Bohannon. Sales Management 56:48+ Je 15 '46
- Goods-sharing is a science. Bsns W p17-18 S 7 '46
- High spots in Philco's merchandising. J. H. Carmine. Il Ptr Ink 213:21-3+ D 28 '45
- How distribution costs can be reduced. C. H. Sevin. Ptr Ink 214:21-3 Mr 8 '46
- How to keep customers happy though unsatisfied; Kurfees paint co. passes U.S. oils quota on to dealers. A. R. Remmers. Sales Management 56:81 Je 15 '46
- Millions of jobs, but only if we sell! sell! sell! W. A. Matheson. Sales Management 55:75-6+ D 1 '45
- More sales through fewer dealers keywords Nash sales policy. H. C. Doss. Il Sales Management 55:35-7 N 15 '45
- Northeastern halves number of dealers in search for lower sales costs. A. Ullman. Il Sales Management 57:50+ O 1 '46
- Piper puts appliance selling methods to work to sell private planes. W. B. St John. Il Sales Management 57:100+ J1 1 '46
- Plan for allocating goods to protect your future markets; statistically based technique. J. G. Neukom and J. D. Louth. Sales Management 57:115-16+ S 1 '46
- Proctor's policy; how and to whom it will sell. Il Bsns W p88+ D 8 '45
- Retail profit sharing works; distributor-dealer arrangement. Bsns W p50+ O 5 '46
- Sales strategy that opened a rich new market for Rit. P. H. Schatz. Il Sales Management 57:37-41 Ag 1 '46
- Shall we place our products under fair trade contracts? reports from Corning Glass. Tailor-town dresses, Sacony fashions, and Beauty-Rest mattresses. Sales Management 57:116+ S 15 '46
- Special offers to introduce new products; from price reduction to trial packages. Il Ptr Ink 215:40-1 Ap 26 '46



**SALES policies—Continued**

This time it's his own money agency executive spends; step-by-step merchandising procedure for his own invention; LumiNite automatic switch light. T. L. Wheeler, jr. *il* Ptr Ink 215:38-9 My 31 '46

Trade policies crystal clear in nine-page brochure; Proctor electric co. *Ptr Ink* 213:136 D 7 '45

Turns skills of mountain folk into branded hooked rug business. *il* Sales Management 55:156+ N 15 '45

Washer maker pre-sells '46 output before factory turns a wheel; F. L. Jacobs co. D. G. Baird. *il* Sales Management 56:69+ Ja 1 '46

Wholesaler caters to one-line seasonal manufacturers; concentrates efforts of sales staff on one small group at a time. C. J. Swan. *Ptr Ink* 216:41 Ag 2 '46

**See also**

Cash and carry plan (for dealers)	Instalment plan
Credit	Jobbers
Customer relations	Mail orders
Dealer helps	Manufacturers' agents
Dealer relations	Marketing
Discount, Cash	Premiums (merchandizing)
Discount, Trade	Price fixing, Resale
Exhibits	Price policies
Follow-up systems	Products, Improved
Gas industry—Merchandizing	Trade-in policies
Guaranty of products	

**Free goods**

FTC challenge; McKesson & Robbins accused of misusing word free in describing premiums. *Bsns W* p83+ Mr 23 '46

Free deals cost money but they can buy service at the point of sale. *Ptr Ink* 217:77-8+ N 8 '46

**Selective selling**

Botany picks its markets. *il* *Bsns W* p56-7 S 14 '46

Chosen outlets; Coty begins selective distribution. *Bsns W* p85 Ap 27 '46

How to protect a quality label; Stroock fabrics guard prestige by limiting outlets, by educational advertising and by constant vigilance. E. M. Murphy. *il* *Ptr Ink* 215:59-60+ Ap 5 '46

Marketing for profit by controlling production and selective selling. F. L. Heath. *Ind Marketing* 31:49-50+ Je '46

Mengel converts to brand-name furniture. H. L. Stephen. *il* *Ptr Ink* 215:104+ My 10 '46

Mengel promotes own brand to cut risks of private label business. *il* Sales Management 56:66+ Je 1 '46

Policy behind Lightloft's selective distribution program. M. Loebelson. *Sales Management* 57:96+ N 1 '46

Profitable distribution through selective selling; analyze your accounts. H. Simmons. *Ptr Ink* 213:38+ N 16 '45

**SALES portfolios**

Polarized specs help put over sales story of Standard Duplicating Machines. *Ptr Ink* 216:73 S 27 '46

**SALES promotion**

Bacardi sales up 300% in novel demonstration; guest bartenders used in point-of-sale promotion. *il* *Ptr Ink* 213:131 D 14 '45

Beautiful staging for beautiful products; how Elsenberg does it; dresses, costume jewelry, cosmetics. H. Elsenberg. *il* Sales Management 55:40-3 D 15 '45

Bright promotions by Buccilla lure mobs of women to needlework; Bernhard Ulmann co. W. C. MacCausland. *il* Sales Management 56:71-2+ Ja 15 '46

Field day reveals growing market for farm planes; Prairie farmer and WLS are hosts at West Lafayette, Indiana. *il* Sales Management 57:67+ Ag 15 '46

Field work provides best sales promotion materials; Cochrane corporation. S. D. Distelhorst. *il* *Ind Marketing* 31:58+ S '46

Flies salesmen and buyers free within 150-mile radius; CAVU Clothes builds goodwill. *il* *Ptr Ink* 215:105-6 My 17 '46

Forgotten link in low cost distribution; warehousing; Lehigh warehouse and transportation co. injecting modern sales thinking into old industry. J. L. Cooke. *il* Sales Management 56:143-4+ Mr 15 '46

From red ink to a million-dollar sales volume in six years; Joe Franklin Myers candy creations. Dallas. *il* Sales Management 56:44-6 Je 15 '46

Function of district sales promotion in national distribution. R. F. Gomber. *Ind Marketing* 30:47+ N '45

Good neighbors unlimited; story of Welcome wagon. F. Smith. *il* *Adv & Sell* 38:35+ D '45

Grand Rapids test; dehydrated foods accepted by 2 out of 3. J. C. Moore. *il* *Mod Packaging* 19:138-40 F '46

How Lockport lifts cotton battling above the level of a staple. *il* Sales Management 56:123-4 Mr 15 '46

How Milkmaid puts a double edge on its sales promotion program. T. Armstrong. *il* Sales Management 56:84+ F 15 '46

How one industrial supplier reorganized for postwar sales; Chase bag company centralizes advertising, sales promotion, publicity, market research in one department. J. P. Grady. *Ind Marketing* 31:27-8+ Ag '46

How to get merchandising help from teenagers; Eaton's of Canada meets with Junior fashion council. *il* *Ptr Ink* 214:61-3 Mr 8 '46

How to kindle a spark in the eye of a home furnishings buyer. H. J. Siesel. *il* Sales Management 56:147+ F 15 '46

How to prepare for a buyer's market. H. Flarsheim. *Adv & Sell* 39:101+ Jl '46

How to sell candle-light; Will & Baumer's 9-point sales promotional plan. L. Nerenberg. *il* Sales Management 57:114+ Jl 15 '46

Intensive point-of-sale promotion pays; vegetable dehydration industry sales test in Grand Rapids grocery stores. B. Stanton. *Ptr Ink* 214:57 Ja 4 '46

National advertisers contribute products to monthly scientific surprise packages. N. Keine. *Ptr Ink* 216:126 S 13 '46

National promotions fan women's zeal for re-usable cotton bags. *il* Sales Management 57:126+ S 15 '46

New-born babes to get gift products in new Welcome Wagon Service. *il* *Ptr Ink* 214:124 Mr 22 '46

New sales promotion aid on market this month; Dunning animatic sound projector. *il* *Ptr Ink* 216:102 S 13 '46

New uses for industrial displays and exhibits point to potent postwar sales promotion. R. E. Quaid. *il* *Ind Marketing* 30:42-3+ D '45

Packaged promotion to a technical audience; regional meetings, direct mail, business paper advertising used by Airtopia. *il* *Ptr Ink* 215:45 Ap 19 '46

Planned promotion for small sales organizations; Wheelco instruments company. R. W. Anderson. *il* *Ind Marketing* 30:93+ D '45

Planned promotion sells planned street lighting; Duquesne light co. L. H. Lingenmann and F. B. Mahon. *il* *Elec World* 124:112-14 D 8 '45

Prospects for homes learn values thru Home planners' institute. New Orleans. *Sales Management* 57:48 Ag 15 '46

Public relations in foreign markets; manufacturers build goodwill in Latin America. J. C. Burt and B. G. Taines. *il* *Ptr Ink* 214:27-9+ F 22 '46

Retailer merchandises sports goods line by weekly hunting and fishing flights. *Ptr Ink* 216:126 S 20 '46

Roma road show depicts role of wine as aid to gracious living; technicolor film showing broadcast performance. *il* Sales Management 56:97+ Mr 15 '46

Sales promotion boom. J. A. Murphy. *Adv & Sell* 39:90 S '46

Shell gives vacationists all but gas and '47 model. *il* Sales Management 57:122+ Ag 15 '46

Store sales zoom when Trimz tries out new demonstration plan. J. H. Rasmussen. *il* Sales Management 55:46+ D 15 '45

**SALES promotion—Continued**

Story book dolls are smash hit with little Miss America; Nancy Ann Abbott's dolls first a promotion stunt for circulating library. *il Sales Management* 56:94+ My 1 '46

Sure-fit seeks wider markets for ready-made slip covers. *il Sales Management* 56:124+ F 15 '46

Theaters are their customers; but promotion woos movie audiences; Altec makes radio and loudspeaker equipment. H. Bessey. *il Sales Management* 56:46+ Ap 15 '46

30 ways to stimulate a product's retail sales. P. Bradstreet. *Adv & Sell* 39:80+ S '46

Three magazines help Mr & Mrs America design their homes-of-tomorrow. *il Sales Management* 56:88-90 F 1 '46

Today's children are tomorrow's customers; some projects meeting with teacher acceptance. *il Sales Management* 57:90-2+ S 15 '46

Town-meeting convention yields merchandising tips; Metro-Goldwyn-Mayer conducts informal sessions for salesmen and branch managers. E. J. Dever, jr. *il Ptr Ink* 214: 23-32+ Mr 8 '46

Vacationist buys a lot more than bed, board, and fun in California; All-year club of southern California. D. Thomas. *Sales Management* 56:120+ Ja 15 '46

Why Columbia record dealers never starve for promotion ideas. *il Sales Management* 57:44-6+ S 1 '46

**See also**

Anniversaries, Company	Exhibits
Children's clubs	Oil companies—
Dealer helps	Travel bureaus
Department stores—	Premiums (merchandizing)
Manufacturers' demonstrations	Publicity

**SALES records**

Get important sales data out of your own records. C. W. Smith. *Ptr Ink* 216:41-3 S 20 '46

Portfolio of sales control forms. *Sales Management* 56:98+ Ap 1; 96-7+ Je 1; 57:116-18+ Jl 1 '46

Records put sales facts to work; visible-card sales record system, Solventol Chemical Products. R. G. French. *il Am Bsns* 16:16-17+ S '46

Sales and quotas at a glance; Maremont automotive products' new visible sales analysis system. P. Eastman. *il Am Bsns* 16:18-19+ Ap '46

Why Best Foods photocopies monthly sales records. E. A. Lovelock. *il Food Ind* 18: 345-6 Mr '46

**SALES research**

Ten steps in locating and correcting your sales weaknesses. R. D. Crisp. *Ptr Ink* 214: 29-31+ Mr 15 '46

**SALES statistics****See also**

Department stores—	Retail trade—
Statistics	Statistics

**SALES tax**

Cuba; application and amount of gross sales tax revised. *For Comm W* 23:24-5 My 25 '46

**SALES territories**

Practical suggestions for defining sales territories. E. McSweeney. *Ind Marketing* 31: 54+ Jl; 31-2+ Ag '46

Salesmen's territories; how big should they be? J. S. Jones. *Sales Management* 55:74+ N 15 '45

Some A B C principles behind efficient territory layout. C. W. Smith. *Sales Management* 55:100+ Ag 15 '45; Same cond. *Management R* 35:56-8 F '46

Successful sales planning; proper determination of territories. E. J. Bengel. *Ind Marketing* 31:43+ My '46

**SALES units**

Branding lifts yarn sales from dribbles to carloads; Dezauche & son, Opelousas, La. R. McDaniel. *il Sales Management* 56:59-60+ My 20 '46

Hotpoint's packaged all-electric kitchens double sales. W. R. Schafer. *il Sales Management* 57:42-3 O 1 '46

Transparent bag makes a package that sells; small radio hardware. W. L. Schott. *il Ptr Ink* 216:102+ S 20 '46

**SALESMANSHIP**

Answering personal sales objections. P. Bradstreet. *Adv & Sell* 39:181+ Ja '46

Are buyers just taking it away, or are they being sold? Nash advertising, demonstration at time of delivery; select dealer plan. D. G. Baird. *il Sales Management* 57:37-9 O 15 '46

Auto-Soler steps-up success with strong sales tactics. G. E. Stedman. *il Ind Marketing* 31:60+ Ja '46

Build prestige for salesmanship; it will pay dividends. G. C. McNutt. *Ptr Ink* 214:34+ F 1 '46

Careers in sales: what have they to offer to youth? R. W. Turnbull and others. *Sales Management* 56:42-5 Mr 1 '46

Casey at the bat, in behalf of salesmanship; tells veterans opportunities in selling. *il Sales Management* 56:42-3 Mr 15 '46

Developing executive sense in salesmanship. P. Bradstreet. *Adv & Sell* 39:57+ My '46

15 tips for postwar salesmen; abstract. *Management R* 34:444-5 N '45

Gentle art of persuasion in today's selling. E. McSweeney. *il Adv & Sell* 39:64+ O '46

Good selling is necessary to roll the ball of prosperity. J. H. Egloff. *Adv & Sell* 38: 110 N '45

How to sell a \$125,000 hotcake; Beechcrafts. S. Nesbitt. *il Sales Management* 57:44-5 Ag 1 '46

How truth-seeking salesmen rate their crucial selling weaknesses. P. H. Whiting. *Sales Management* 56:103-4 My 1 '46

Importance of selling in a merchandising career. D. E. Higgins. *J Retailing* 21:138-42 D '45

It's a gift. H. Simmons. *Sales Management* 55:43 N 15 '45

Keep your territory and your territory will keep you! H. Simmons. *Sales Management* 56:121 Ja 1 '46

Kelvinator recruits salesmen by selling salesmanship careers; booklets for dealers and prospective salesmen. C. T. Lawson. *Sales Management* 56:40-2 Ja 15 '46

One-habit salesmanship puts a crimp in sales. P. Bradstreet. *Adv & Sell* 39:62 Je '46

Order-taking is not selling. A. L. O'Neill. *Ptr Ink* 214:27 Mr 29 '46

Quicksands of salesmanship. H. Simmons. *Sales Management* 56:64 Ja 15 '46

Real sales clincher is the follow-up. K. H. Holmgren. *Aviation* 45:51+ Je '46

Sales executives don't find young people shying away from sales work; 28 queried by P.I. V. J. Dallaire. *Ptr Ink* 214:105 F 15 '46

Salesman's corner; few reasons why he is the one person the customer should want to see; abstract. A. T. Preyer. *Inland Ptr* 117: 68-9 Je '46

Salesman's corner; finding out how much situation has changed with old customers. F. Rundell. *Inland Ptr* 117:84-5 S '46

Salesman's corner; problems of a new salesman. F. Rundell. *Inland Ptr* 118:54-5 O '46

Salesman's corner; what selling will do for the salesman himself. F. Rundell. *Inland Ptr* 116:38-9 Mr '46

Seven knotty problems that trouble salesmen. P. H. Whiting. *Sales Management* 56:131-2 Je 1 '46

Simple rules for producing effective sales presentations. C. E. Yeager. *Ptr Ink* 216:33 S 13 '46

Six questions for salesmen to answer. S. N. Morrison. *Ptr Ink* 215:33-4+ My 3; 49-50+ My 10 '46

That's why they are hucksters. P. Frank. *Ptr Ink* 214:38+ Ja 4 '46

There's a welcome on the door-mat for men who mind their manners. J. F. Bender. *Sales Management* 56:101-2 Mr 1 '46

What makes a star salesman tick? J. Lacy. *Sales Management* 56:37-9 My 1 '46

What the composite industrial customer has to say about the efforts of salesmen and advertisers. C. S. Wilkinson. *Ind Marketing* 30:92+ D '45

**SALESMANSHIP—Continued**

Why not emphasize secondary selling points.  
P. J. Howe. Adv & Sell 39:124+ Je '46

**See also**

Advertising  
Advertising, Solicit-  
ing of  
Advertising and  
salesmen  
Canvassing  
Insurance, Life—  
Agents  
Insurance agents  
Mail order business  
Premiums (merchan-  
dizing)  
Prospect lists  
Sales letters  
Sales management  
Salesmen

**Approach**

Salesman's corner. F. Rundell. Inland Ptr 118:56-7 N '46  
Tell him how good he is. F. Rundell. Inland Ptr 116:62-3 O '46

**Demonstrations**

De Laval proves potency of how-to-use-it demonstrations; local meetings teach methods of using mechanical milkers. il Sales Management 55:65+ D 15 '46  
Fiberglass sales props show industrials jig-time way to insulate water heaters. il Sales Management 56:41 Ap 15 '46  
It's action that stops the crowd at a trade show exhibit. W. F. Schleicher. il Sales Management 57:145-6+ S 15 '46  
Mass murder introduces Sherwin-Williams' Pestroy, DDT product. E. C. Helfrick. il Sales Management 57:60+ O 15 '46  
Road show to demonstrate industrial electrification; "productive power" theme of huge exhibit to be staged in 75 cities by Westinghouse. H. R. Roberts. il Sales Management 57:104-6 O 1 '46  
This merchandising stunt has been good for 60 years; Sweet-Orr proves quality of merchandise by staging tug-o-war battles. R. L. Sweet. Ptr Ink 217:50-1 O 11 '46  
Thousands of demonstrations launch Ekco's new pressure cooker. F. Keller. il Sales Management 57:45-6+ N 1 '46  
Why every Hurley salesman must learn to iron a shirt. J. R. Hurley. il Sales Management 56:37-40 Mr 1 '46

**See also**

Department stores—  
Manufacturers'  
demonstrations

**Graphic aids**

Wizard sales tool takes the pain out of big-money purchases; Liquid Carbonic invented isometric drawings for selling soda fountain equipment. R. Crane. il Sales Management 56:37-9 Ap 1 '46

**Price problem**

Don't let price be the salesman's hurdle. P. J. Howe. Adv & Sell 39:78+ My '46  
Mystery of the missing payload; how the Flying Tigers solved it. il Sales Management 56:76+ Je 15 '46

**Printed aids**

\$200 stunt made our salesmen wild about this selling tool; Remington Rand sales brochure wins sales department's enthusiastic acceptance. S. Hiles. il Ptr Ink 217:50-1 O 18 '46

**Service**

Before you order your salesmen to merchandise get yourself a merchandising policy. F. L. McKibbin. Jr. il Ptr Ink 216:33-5 J1 26 '46  
Combine audio-visual selling with sales manual; Mirro's method of training retail salespeople. R. L. Pritchard. il Ptr Ink 215:46-7 Je 14 '46  
Keeping customers sold when you can't deliver; Ritter company, Rochester, N. Y. A. G. Scheible. il Ptr Ink 214:25-6+ Ja 25 '46  
Research reveals merchandising is keystone of profits for jobbers. P. P. Gott. il Sales Management 56:107-8+ Ap 15 '46

**Standardized sales talk**

How we train our men to use a standard sales presentation; Globe industries believe there is one best way to organize a sales talk. E. Dynner. Sales Management 56:106+ Ja 1 '46

**Study and teaching**

Los Angeles starts sales school; plans college of distribution. Sales Management 56:154+ F 15 '46

Sales executives become teachers in this sales training school; Minneapolis 18-week course in salesmanship. L. Fitzmaurice. Sales Management 56:153+ Mr 15 '46

**SALESMANSHIP, Retail**

Big idea in selling; know your product. A. J. Griffin. Ptr Ink 217:98+ O 11 '46  
Distributor conducts better-selling crusade; directed at merchants in all lines; A. R. Tiller, inc, Richmond. V. J. Dallaire. il Ptr Ink 215:72+ Ap 5 '46  
Simmons puts showmanship into launching of new electronic blanket; film for training salespeople and for consumer audiences, augmented by demonstration. J. G. Roemer. Sales Management 57:60+ S 1 '46

**See also**

Sales manuals, Dealers'

**Demonstrations**

Every sales clerk a demonstrator of new iron. Ptr Ink 215:102 Je 14 '46

**SALESMEN**

Belden salesmen act as materials sleuths; copper starvation threat is averted. il Sales Management 57:78 S 15 '46  
Build prestige for salesmanship; it will pay dividends. G. C. McNutt. Ptr Ink 214:34+ F 1 '46  
Hoopskirts and garlic and how I became a salesman. A. Wineburgh. Ptr Ink 215:162 Ap 12 '46  
Pickle peddler from Lilliput finds pint size no sales handicap; Meinhardt (Chef) Raabe. Sales Management 56:54 Je 15 '46  
Sales executives don't find young people shying away from sales work; 28 queried by P. I. V. J. Dallaire. Ptr Ink 214:105 F 15 '46  
Salesmen may deduct many business costs; gifts to customers, business entertainment, as well as costs of using a car in sales work. H. J. Ashe. Inland Ptr 116:69-70 O '46  
They all started as salesmen. Sales Management 55:38-9 D 15 '46

**See also**

Advertising and  
salesmen  
Canvassing  
Electric utilities—  
Salesmen  
Gas companies—  
Salesmen  
Insurance, Life—  
Agents

Insurance agents  
Printing trade—  
Salesmen  
Purchasing—Treat-  
ment of salesmen  
Sales management  
Salesmanship

**Advance cards and letters**

Cartoon mailing softens buyers for salesman's calls. C. A. Lipman. il Ptr Ink 213:26 D 14 '45

**Entertainment of customers**

How to be a good host when you entertain a customer. D. S. Cook. Sales Management 57:118+ J1 15 '46

**Expenses**

Dollar-hour travel costs for air, rail, bus transportation; tables. Sales Management 56:46+ Je 1 '46  
How salesmen can keep expenses down. P. Bradstreet. Adv & Sell 39:62+ F '46  
Salesmen's travel costs show upward trend; survey by American management assn. Ptr Ink 216:81 J1 26 '46  
Who should pay salesman's laundry and tailor expense? eight out of 15 companies queried call it legitimate charge. Ptr Ink 214:63+ Mr 29 '46  
Will future salesmen be pilots, too? Bond corp., Portland, Ore., studies costs of experimental 9,000-mile sales trip. Sales Management 57:96 O 1 '46

**See also**

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—Investments

Banks and bank-

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Bonds

Investments

Investments, Foreign

Loans, Foreign

**Mortgages**

Municipal bonds

Speculation

also subdivision  
of industries, e.g.

Airlines

Airplane industry

and trade

Building trades

Chemical industries

Clothing trade

Distilling industries

Food industry and

trade

Gas companies

Gold mines and min-

ing

Holding companies

Insurance companies

Investment trusts

Machinery industry

Metal trade

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Trusts and trustees

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Securities under names

Moving picture in-

dustry

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Radio apparatus in-

dustry

Radio broadcasting

stations

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dustry

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trade

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trade

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| Dust collectors      | Sheet steel         |
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| Metal spinning       | Tin cans            |
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See also

#### Soles

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Airlines—Shops

Car shops

Locomotive shops

Machine shops

Mine shops

Motor bus lines—

Shops

Plumbing shops

Railroads—Shops

Repair shops

School shops

Sheet metal shops

SHOPS, Machine. See Machine shops

SHOPS, Mine. See Mine shops

SHOPS, School. See School shops

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**SHORTAGES.** See Production

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Electric shovels

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**SHOW windows**

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Gas companies—  
Show windows

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See also

Plumbing shops—  
Showrooms

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**SHRINKAGE**

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Shrinkage	fabrics—Shrinkage
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Shrinkage	

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**SHUMAN, A. L.**

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Gasoline service	News stands—Side
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selling	Oil companies—Side
	line selling

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Eye	cal

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| Andalusite        | Serpentine       |
| Calcium silicates | Sodium silicates |
| Ethyl silicate    | Spodumene        |
| Glass             | Talc             |
| Mica              | Vermiculite      |
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**SOCIETY of automotive engineers—Continued**

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- Meeting, New York, May 15. Oil Paint & Drug Rep 149:7 My 20 '46

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- See also
- |                 |               |
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| Crystallization | Precipitation |
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Benzene	Cleaning compositions
Butyl alcohol	Extraction processes
Carbon disulfide	Methanol
Carbon tetrachloride	

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| Acoustics, Architectural | Polarization (sound) |
| Bells                    | Sound waves          |
| Electroacoustics         | Soundproofing        |
| Hearing                  | Supersonic waves     |
| Noise                    | Television—Sound     |
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| Electroacoustic transducers | Radio apparatus                 |
| Hearing aids, Mechanical    | Reflectoscope                   |
| Hydrophone                  | Sound—Measurement               |
| Loud speaking apparatus     | Sound—Recording and reproducing |
| Microphones                 | Telephone                       |
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## See also

Moving picture      Phonograph  
sound recording      Speech, Visible

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Quality of products

Safety standards

Textile standards

Time study

Weights and meas-

ures

also subdivision Standards under various  
subjects, e.g.

Color

Drafting room prac-

tice

Hosiery

Machine tools

Machinery

Moving pictures

also United nations standards coordinat-

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Standardization	
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Building	Machinery
Electric equipment	Roads
Gearing	Screw threads
Lighting	

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- |                          |                                |
|--------------------------|--------------------------------|
| Business forecasting     | Index numbers (economics)      |
| Chi square               | Probabilities                  |
| Correlation (statistics) | Sampling (statistical methods) |
| Demand curve             | Trend measurement              |
| Frequency distribution   | Variation (statistics)         |
| Graphic methods          |                                |

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|--------------------------------------|---|
| Business statistics                  | Index numbers (economics)               |
| Census                               | Industrial statistics                   |
| Commercial statistics                | Market statistics                       |
| Correlation (statistics)             | Sampling (statistical methods)          |
| Criminal statistics                  | Statistical mechanics                   |
| Economic statistics                  | United States—Census, Bureau of         |
| Frequency distribution (statistics)  |   |
| Government statistics                |   |
| <i>also</i> subdivision              | Statistics under various subjects, e.g. |
| Accidents, Industrial                | Railroads                               |
| Chemical industries                  | Rubber industry and trade               |
| Crops                                | Wages                                   |
| Employment                           |   |
| Mortality                            |   |
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| Chromium steel                | Rolling (metal work)                               |
| Concrete, Reinforced          | Rolling mills                                      |
| Corrosion and anti-corrosives | Sheet metal  |
| Foundry practice              | Sheet steel  |
| Iron                          | Springs (mechanism)                                |
| Manganese steel               | Steel, Aircraft and other headings beginning Steel |
| Molybdenum steel              | Tool steel   |
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Rails—Testing

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|--------------------|---------------------|
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Brinell hardness test Case hardening Steel, Quenching of

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**STOCK purchase agreements.** See Stock liquidation agreements

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- |   |                              |
|---|------------------------------|
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| Bonds   | Securities                   |
| Corporations  | Speculation                  |
| Dividends   | Stock exchange               |
| Employees as stockholders                             | Stock purchase options       |
| also subdivision of industries, e.g.                  | Securities under names       |
| Agricultural machinery industry                       | Petroleum industry and trade |
| Chain stores  | Public utilities             |
| Electric apparatus industry                           | Railroad supplies industry   |
| Electric utilities                                    | Railroads                    |
| Insurance companies                                   | Retail trade                 |
| Office equipment industry                             |                              |
| also names of exchanges, e.g. New York stock exchange |                              |
- Insider trading**
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- Leverage**
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- Evaluating stocks above 1929 highs. H. Owen. *Mag of Wall St* 77:337-9+ D 22 '45
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Limestone	Rocks
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Stonework

**STONE polygons.** See Polygon formations (geology)

**STONE sand.** See Sand—Stone sand

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Coal storage  
Cold storage  
Eggs, Dried—Storage  
Food—Storage  
Fruit, Dried—Storage

Gas, Natural—Storage  
Gasoline storage  
Grinding wheels—Storage  
Ordinance—Storage  
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Electric shops (retail trade)  
Florists' shops  
Furniture stores

Hosiery stores  
Jewelry stores  
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Business streets Roads  
City planning Snow removal  
Parkways Street lighting  
Pavements Street traffic

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Bending moment  
Building materials  
Columns  
Deformation (mechanics)  
Elasticity  
Factor of safety

## Fatigue in metals

Glass—Strength  
Graphic statics  
Rubber—Strength  
Steel—Strength  
Strains and stresses  
Wood—Strength

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- |                     |                    |
|---------------------|--------------------|
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| Insurance, Riot and | Steel strikes      |
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| Strike coverage     | workers of America |
| Labor disputes      |                    |

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Gas—Sulfur content	Petroleum refining— Sulfur removal
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Sulfides	Thiocyanates
Sulfonamides	Thiones

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| Electric lines—Inductive interference | Radio telephone                           |
| Light telephone                       | Railroads—Telephone                       |
| Military telephone                    | Telephone, Carrier current                |
| Mine telephone                        |   |

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Cotton machinery	Textile testing machines
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## See also

- |                   |                   |
|-------------------|-------------------|
| Boiling           | Heat, Mechanical  |
| Entropy           | equivalent of     |
| Equation of state | Melting points    |
| Evaporation       | Solution, Heat of |
| Free energy       | Specific heat     |
|                   | Vapor pressure    |

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rometry

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Files and rasps	Saws
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**TORNADOES**

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**TOURISTS'** motor bus lines. See Motor bus lines, Tourists'

**TOURNALAYER.** See Concrete houses

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*See also*

- |                          |                     |
|--------------------------|---------------------|
| Advertising, Association | Paper associations  |
| Export associations      | Retail associations |
| Gas associations         | Trade unions        |
- also* names of associations, e.g.
- |  |   |
|--|---|
| American institute of steel construction | National association of electric companies      |
| American petroleum institute             | National association of manufacturers           |
| American trade association executives    | National paint, varnish and lacquer association |
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|---|---|
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| Building trades—Directories             | Equipment industries—Directories        |
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Congress of industrial organizations	Radio broadcasting—Trade union programs
Housing projects, Trade union	Strikes
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Building service employees international union	Textile workers union of America
Foreman's association of America	United automobile workers of America
International association of machinists	United brewery, flour, cereal and soft drink workers of America
International ladies' garment workers' union	United financial employees
International longshoremen's and warehousemen's union	United mine workers of America
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Fumes	Vaporization
Gases	Water vapor

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|--------------------------------|---------------------|
| Canned food                    | Peeling machines    |
| Cookery—Vegetables             | Produce terminals   |
| Drying (fruits and vegetables) | Vegetable gardening |

*also names of vegetables, e.g.*

- |         |                |
|---------|----------------|
| Beans   | Potatoes       |
| Cabbage | Sweet potatoes |
| Carrots | Tomatoes       |
| Corn    |                |

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Air diffusers	Fans, Mechanical
Air filters	Heating
Air pipes	Humidity
Air pollution	Kitchens—Ventila-
Air purification	tion
Cooling	Mine ventilation
Dust removal	Tunnel ventilation
Electric fans, Ven-	Ventilators
tilating	

*also* subdivision Heating and ventilation  
 under various subjects, e.g.

Airplanes	Motor buses
Electric plants (cen-	Moving picture thea-
tral stations)	ters
Factories	Printing offices
Foundries	School buildings
	Ships

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|----------------------|-----------------------|
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*See also*

Apprentices  
Chemical education  
Employees, Training of  
Engineering education  
Forestry schools and education  
Industrial education

Manual training  
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School shops  
Technical education  
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War problems

Enemy property

Gas industry—War

measures

Lighting—War meas-

ures

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Railroads in war

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Laundry appeal; Apex electrical mfg. co. *il* Bsns W p13 F 2 '46

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Air-powered assembly tools; manufacture of washing machines; Apex electrical mfg. co. *il* Steel 119:100-2+ J1 1 '46

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## Architecture

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Coal waste	Spoilage
Conservation of resources	Trade waste
Cotton waste	Waste fuel
Exhaust steam	Waste heat
Metal waste	Waste paper
Paper mills—Waste	Waste products
Rubber waste	Water waste
Salvage (waste, etc.)	Wood waste

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Scrap metal	Waste fuel
Sewage sludge as fertilizer	Waste products
	Wood waste

## WASTE disposal. See Sewage disposal; Trade waste

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- |   |                              |
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| Coke-oven gas                           | Sewage sludge—Gas production |
| Furnaces, Recuperative and regenerative |                              |

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**See also**

- |                              |                                |
|------------------------------|--------------------------------|
| Bark                         | Paper making—By-products       |
| Blast furnace gas            | Petroleum refining—By-products |
| Chemurgy                     | Rags                           |
| Citrus fruit—By-products     | Rubber waste                   |
| Coal waste                   | Salvage (waste, etc.)          |
| Coke manufacture—By products | Scrap metal                    |
| Coke-oven gas                | Sewage sludge                  |
| Corncobs                     | Slag                           |
| Cottonseed                   | Smelter fumes                  |
| Farm produce—By-products     | Straw                          |
| Flax straw                   | Sulfite liquor                 |
| Flue dust                    | Tailings                       |
| Flue gas                     | Trade waste                    |
| Lignin                       | Waste, Utilization of          |
| Meadol                       | Waste paper                    |
| Metal waste                  | Wood waste                     |

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Cooling of water

Cooling water

Dehydration

Drinking water systems

Drying

Erosion

Feed water

Floods

Humidity

Hydraulic engineering

Hydraulics

Hydrolysis

Ice on rivers, lakes, etc.

Irrigation

Lakes

Moisture

Pumping

Rain and rainfall

Rivers

Sea water

Solution (chemistry)

Steam

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Waterways

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Wells

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Water meters  
Water waste

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|------------------------|------------------|
| Aqueducts              | Pumping stations |
| Drinking water systems | Water conduits   |
| Hydrants               | Water hammer     |
| Hydraulics             | Water pipes      |
|                        | Waterworks       |

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**See also**

- |                        |                     |
|------------------------|---------------------|
| Electric water heaters | Gas water heaters   |
| Feed water heaters     | Hot water supply    |
|                        | Steam water heaters |

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See also

Water gages

**WATER measurement**

See also

Flow meters

Pitometers

Stream measurement

Water flow

Water meters

Weirs (measuring)

**WATER meters**

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Pitometers

**Installation**

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| Dams                   | Reservoirs         |
| Filters and filtration | Siphons            |
| Hot water supply       | Water distribution |
| Hydraulic engineering  | and other headings |
|                        | beginning Water    |
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